

INTERNATIONAL Herald Tribune

Published With The New York Times and The Washington Post

PARIS, SATURDAY-SUNDAY, MARCH 7-8, 1987

ESTABLISHED 1887

Table with subscription rates for various countries including Algeria, Argentina, Australia, etc.

The Global Newspaper Edited and Published in Paris

No. 32,358 10/87

Counsel for Reagan Said to Ask Panel For Concealment

By Walter Pincus Washington Post Service WASHINGTON — The White House asked the Tower commission not to disclose that President Ronald Reagan gave it two conflicting versions of when he first approved Israel's 1985 shipments of American arms to Iran...

Sweden Quits As Head of Arms Maker

STOCKHOLM — The managing director of Sweden's biggest arms maker, Bofors, which is at the center of a police inquiry into illegal arms shipments to Iran, has resigned...



Frank C. Carlucci, national security adviser, announcing that Secretary of State George P. Shultz will visit Moscow. From left are Maynard W. Glitman, Mr. Carlucci, Max M. Kampelman and Ronald Lehman, U.S. arms negotiators.

Shultz Plans Moscow Visit To 'Maintain Momentum'

WASHINGTON — Secretary of State George P. Shultz will meet the Soviet foreign minister, Eduard A. Shevardnadze, April 13-16 in Moscow in an effort to "maintain the momentum that has been generated" in arms control talks...

China Said to Warn Against New Purges

By Daniel Southerland Washington Post Service BEIJING — A confidential Communist Party document urges officials not to use China's current campaign against the spread of Western democratic ideas as an excuse to conduct factional battles or vendettas against personal enemies...

British Ferry Capsizes Off Belgian Port

Capitulated by Our Staff From Dispatches ZEEBRUGGE, Belgium — A British ferry said to be carrying up to 650 people capsized at the Zeebrugge harbor entrance Friday...

Hezbollah Adopts a Low Profile in Beirut

By Ihsan A. Hijazi New York Times Service BEIRUT — Pro-Iranian Shiite Moslem fundamentalists, until two weeks ago a main force in West Beirut, are keeping a low profile for fear of a confrontation with thousands of Syrian troops patrolling the city's streets...

Shiite militiamen who do venture into Beirut have shaved their beards and wear Western clothes to evade detection by Syrian soldiers.

Al Abd, who reported to have published gruesome photographs of the bodies of party members killed by the Syrians last week, although copies of the paper were not available in West Beirut.

Whereabouts of Hostages

The West German government believes that two German businessmen kidnapped in Lebanon are being held in the Iranian Embassy in Beirut or by Hezbollah in the Bekaa Valley, the newspaper Die Welt reported Friday, according to United Press International.



Pardon for Agca May Be Granted

ROME (UPI) — The Justice Ministry said Friday that pardon proceedings for Mehmet Ali Agca, the Turk who shot and wounded Pope John Paul II in 1981, "could be imminent" and that Italy's president was likely to grant freedom to the would-be assassin.

Plaster Torso, Believed to Be Model For Michelangelo's David, Is Found

By Douglas C. McGill New York Times Service NEW YORK — An eight-inch plaster model believed to have been used by Michelangelo to make his sculpture of David has been discovered after having been lost for nearly 300 years, a leading Renaissance scholar says.



Frederick Hart, an art historian, with photos of Michelangelo's David, left, and the stucco torso he believes was its model.

GENERAL NEWS A Parisian lawyer said he informed on Georges Abdallah when he was his client. Page 6. Personal service in stores is a thing of the past in most countries, but not in Japan. Page 2. ARTS/LEISURE Sources Melikian reports from Monte Carlo on a unique sale of rare books and manuscripts about hunting. Page 7. BUSINESS/FINANCE Oil prices rebounded above \$18 a barrel as OPEC said it was producing less crude than expected. Page 9.

Page 6 FOR MORE CLASSIFIED

Remember Personal Service in Stores? It Endures in Japan

By John Burgess
Washington Post Service
 TOKYO — In an age when personal service as a significant aspect of merchandising is dying out in many Western countries, Japan clings tenaciously to it. Service is viewed by the Japanese not as a luxury but as an essential ingredient for the success of individual companies and the economy as a whole.
 Westerners who move to Japan never get used to the range of services and courtesies taken for granted here. Supermarket check-out counters have two or three people ringing up and bagging groceries. Some stores deliver, with each bag arriving neatly stapled closed. Dry ice is inserted alongside the frozen foods to ensure that they do not spoil on the way.
 Television shops normally send a technician to install and fine-tune a newly purchased set. He will rush back if anything goes wrong. Car salesmen are known to bring new models around to

customers' homes for test drives; cars are loaned to people whose cars are being repaired.
 There are no limits to what is home-delivered — video movies, dry cleaning, health foods, rented tailcoats (this last one requires two visits from the sales staff, first for a fitting, second for delivery of the altered and freshly pressed garment). Office deliveries are common, too, especially of lunch.
 Japanese barbers often give back massages as part of an ordinary haircut. If they remove a customer's glasses, they may polish the lenses before returning them.
 Self-service gasoline stations have yet to appear in Japan in any significant way. At the least, attendants fill the tank and wipe the windshield. They often empty ashtrays and stop traffic to let the motorist get back on the road.
 Department stores seem to have twice, if not three times, the floor staff of U.S. ones. Many stores wrap everything they sell. Upscale customers do not have to

come in at all — merchandise is taken to their homes for display and selection. Those who do not conform, stand out. But there is pressure on them to change their ways.
 Japanese National Railways, transporter of 19 million people a day, will begin a shift from state to private ownership on April 1. The formal goal is to reduce deficits and revitalize management of the mammoth system. But what the average Japanese wants to know is whether the railroad will finally become polite.
 Ticket-takers never smile or say good morning now. Platform supervisors glower at passengers and ignore questions. Loudspeaker announcements in stations are short on the many courtesies and honorifics of spoken Japanese.
 That is the public perception, based on a good deal of reality, and now, the railroad vows it is going to change. Employees are being instructed in how to bow, greet and present a pleasant face. "Now that we're going private," said a

railroad executive, Kenichi Maeda, "the customer has got to come first."
 Japanese culture's attention to detail and doing things the "correct" way fits well into the service mentality. But perhaps the darkest spot on personal service is how remarkably impersonal it can be: Everyone is treated exactly alike. Employees' cheery greetings and directions, in fact, are often memorized from a company manual. After a month's stay in a hotel, guests may find the staff still has no idea who they are.
 Still, the Japanese view service as the glue that holds commercial relationships together. If the correct personal contact and follow-up come with the first sale, a second is assured. Market share and loyal customers are the first goal, not short-term profit. Service may cost but it helps ensure these other objectives.
 "What is important today is not what is sold, but the person who is selling it," says Yoshihiko Okamoto, general manager of the central branch of the Takasashi-

maya Department Store. While foreigners in need of something think of stores, Japanese often think of dealers, individuals who supply and advise over the years on product lines like sake, clothing and electronic equipment.
 Service is plugged as being "free," but of course, it is not. Each woman who wraps groceries and each man who logs them are part of why prices are so high in Japan. They are also part of why unemployment is so low. Some economists, in fact, view some of these jobs as disguised welfare programs, financed through high prices rather than taxes.
 Invariably, as Japan internationalizes, some companies are choosing to follow the foreign pattern and cut service to reduce prices.
 Department stores have done away with women who once bowed to every customer who stepped onto an escalator. Some shops now have a tape machine, not a person, saying "irasshaimase," or welcome, at the door.

WORLD BRIEFS

IRA Official Loses Debate at Oxford

OXFORD, England (Reuters) — The head of the political wing of the Irish Republican Army, making a rare appearance in England, defended attacks by Irish guerrillas and insisted that they were not aimed at civilians.
 Speaking Thursday at the Oxford Union debating society, Gerry Adams, president of Sinn Féin, denounced supporters of the British presence in Northern Ireland for what he called "arrogant, chivalric ignorance and one-sided views." The IRA is fighting to end British rule in Northern Ireland.
 The union was debating a motion stating: "This House believes that IRA violence is not justified and can never lead to a satisfactory political solution to the Irish problem." There were 348 votes for the motion, 47 against and 305 abstentions.

Hong Kong Media Fight Press Law

HONG KONG (UPI) — Local news media associations joined Friday to oppose a proposed press law they said would invite harassment of the media and possibly force news organizations to reveal confidential sources.

In a joint statement, associations representing newspaper owners, executives and journalists appealed to the British colony's Legislative Council to postpone a second reading of the bill, which is planned for Wednesday, and to consult with them on redrafted legislation.
 The bill, as originally proposed in a package of press law changes, would have made it illegal to maliciously publish false news that was liable "to alarm public opinion or disturb public order." But amendments to the bill introduced Thursday deleted the word "maliciously," apparently because government officials thought that malicious intent would be too difficult to prove.

Canada Bars Israel General as Attaché

OTTAWA (NYT) — The Canadian government has refused diplomatic accreditation to a general who is currently Israel's defense attaché in Washington, apparently because of the reprimand the general received in an Israeli report on the massacre of Palestinians in refugee districts in Beirut in 1982.
 External Affairs Minister Joe Clark said Thursday that Canada did not consider it appropriate to accept Major General Amos Yarou as Israel's defense attaché in Ottawa, a position that was to have been held at the same time that General Yarou held his post in Washington. The general was named to the Washington assignment in August.
 Mr. Clark refused to give reasons for rejecting the nomination. He said that "nothing would be served by going into the background" of the case. Canadian officials indicated privately that Canada had based its decision on the findings of an Israeli commission that investigated the massacres and found that General Yarou was one of three top generals who bore "indirect responsibility" for them.
 Amos Yarou

Vietnam Is Said to Loosen State Controls

By Michael Richardson
International Herald Tribune
 BANGKOK — After extensive leadership changes, Vietnam is starting to apply a more flexible form of socialism to revive its ailing economy and to expand links with the Third World and the West, analysts said.
 Ben Kiernan, an Australian academic who recently met Vietnam's new party leader, Nguyen Van Linh, in Hanoi, quoted him as saying that the country needed to undergo a "radical renovation" in economic policy and management.
 Mr. Kiernan, an Indochina specialist, said Mr. Linh was closely associated with a group of Communist leaders who had either been born in what was then South Vietnam or had spent much of their working lives there.
 He said these men had emerged in key positions of power in Hanoi and were intent on applying more pragmatic policies, including greater use of material incentives, to increase production.
 Analysts here said the new leadership also appeared committed to reducing state subsidies and to decentralizing control over the economy.

Mr. Linh, 71, took over as general secretary when the Communist Party made major changes in the party leadership at a congress in December.
 On Feb. 16, sweeping changes in the Hanoi government were announced, with 12 ministers and two state commission chairmen removed and a number of ministries amalgamated.
 Foreign Minister Nguyen Co Thach, who has had wide experience overseas, was promoted to deputy prime minister and put in charge of a new commission for economic relations with foreign countries.
 Thai sources said the commission was expected to concentrate on enlarging Vietnam's commercial relations with Third World and Western nations, including Japan, Australia and West Germany.
 Analysts said another important change was the replacement of Interior Minister Pham Hung, the number two man in the Politburo, by Mai Chi Tho.
 Mr. Tho worked with Mr. Linh and Vo Van Kiet, head of the State Planning Commission, in Ho Chi Minh City, formerly Saigon, after the Communist victory there in 1975.
 A Western diplomat who makes

frequent visits to Vietnam said that these three leaders and other pragmatists now in power in Hanoi "had first-hand experience of resistance to socialism and know that it has to be modified and then imposed more slowly and flexibly."
 He said the trend was "to dump hard-liners and incompetents and bring into the party and government those with a record of more pragmatic and efficient administration."
 The diplomat added: "I think they'll loosen up a bit. But it will remain a very controlled process."
 Mr. Kiernan said Mr. Linh and those associated with him were "impressed by the possibility of increasing production through incentives, through business, and I think that view has also come to be accepted most recently by people who have run the state in the north for many years."
 In a report to the party congress in December, Mr. Kiet noted that Vietnam's economic situation was "still rife with difficulties" such as unemployment, wastage and shortages of raw materials and spare parts.
 Hanoi-based diplomats have also reported rampant inflation, failure to meet food production targets, falling living standards for many government employees and others on fixed incomes, and a shortage of foreign exchange to pay for imports.
 The congress, which sets guidelines for the government, said economic resources should be concentrated on raising the output of food, consumer goods and exports.
 Some of the analysts said a long power struggle between conservatives and pragmatists might not be over.
 Diplomats said that Mr. Linh and his supporters — as in the case with the Soviet leader, Mikhail S. Gorbachev, and the Chinese leader, Deng Xiaoping — might face continuing opposition from conservatives in the party and bureaucracy opposed to a loosening of central control.
 Analysts noted that Hanoi municipal authorities recently issued temporary regulations to promote small-scale, privately owned production by civil servants and other residents in the capital.

One said that, if the pragmatists were firmly entrenched the regulations might be a "test model for economic reform elsewhere in Vietnam."
 Sources here said that improvements in the performance of Vietnam's government and economy were being quietly encouraged by the Soviet Union.
 Hanoi might also be forced to choose between continuing deterioration of economic and social conditions at home, and ending its military involvement in Cambodia on terms it would regard as potentially damaging to its security interests, the sources added.
 A Vietnamese source familiar with official thinking in Hanoi said that "Vietnam's leaders realized that, unless we improve our economic management, the relationship with the Soviet Union and other socialist countries will suffer."
 He said that Hanoi was also aware that Vietnam could not continue to fall behind China and non-Communist countries in Southeast Asia in economic strength.



Secretary of State George P. Shultz with Prime Minister Yasuhiro Nakasone during their talks in Tokyo on Friday.

Shultz Reassures Japan On Geneva Arms Plan

By John Burgess
Washington Post Service
 TOKYO — George P. Shultz, the U.S. secretary of state, assured Japanese leaders Friday that Japan's interests would be fully considered as the United States negotiates with the Soviet Union to reduce deployment of medium-range nuclear missiles, Japanese officials said.
 Mr. Shultz also reiterated in talks here the Reagan administration's call for Japan to further open its market to foreign goods. The move would prevent the imposition of U.S. protectionist measures against Japanese exports.
 "Persistent trade imbalances threaten the well-being of both

countries and a global free-trade system that has served us both so well," Mr. Shultz said at a news conference. "We agreed that it is urgent that we redouble our efforts to find effective solutions to this serious problem."
 Mr. Shultz arrived Friday in Tokyo from South Korea as part of an eight-day East Asian tour. He met Friday evening with Prime Minister Yasuhiro Nakasone and Foreign Minister Tadashi Kuramari. U.S. and Soviet arms negotiators in Geneva are discussing the proposed removal of medium-range nuclear missiles from Europe. The proposal would limit each side to 100 warheads, which the United States would deploy in the United States and the Soviet Union would deploy in its Asian region.
 Japan's position is that arms reduction should be a global process. This reflects concern that a separate deal for Europe might be made, which would not affect missile deployments in Asia.
 Earlier this week, Japanese officials welcomed the new proposal. But they stressed that any such deal should be only an interim one, pending reduction of the missiles to zero. On Friday, Mr. Nakasone asked Mr. Shultz that the United States negotiate with Japan's position in mind, and the U.S. secretary agreed to do so.
 Mr. Shultz's five-hour visit to South Korea came at a time when the government and the opposition there are deadlocked in negotiations over how to revise the country's form of government. Many members of the opposition expressed hope that Mr. Shultz would pressure the government to show flexibility.

where in January, members of the Legislative Council called on Britain to take firm action to reduce the number of Vietnamese boat people in Hong Kong. There are 8,000 of them in camps.
 Some members said arriving Vietnamese should be screened and any better livelihood rather than escaping persecution should be sent back to sea again after their boats were repossessed.
 Diplomats said Thursday that objections being voiced in Malaysia, Thailand and Hong Kong reflected a widespread official view in Southeast Asia that the exodus of people from Indochina, which began with the Communist take-



SHEVDARNADZE IN JAKARTA — Foreign Minister Eduard A. Shevardnadze of the Soviet Union, right, and Foreign Minister Mochtar Kusumaatmadja of Indonesia after meeting in Jakarta on Friday. Mr. Mochtar urged a Soviet initiative on the Cambodian conflict and praised Moscow's plan to end the occupation of Afghanistan.

France to Set Ski-Lift Safety Measures

GRENOBLE, France (Reuters) — France will increase safety measures following the collapse of a ski lift in the Pyrenees that killed 14 persons and injured more than 70 on Sunday, a Transport Ministry official said Friday.
 He said after meeting ski-lift and cable-car builders that safety checks would be extended to cover not only the mechanical parts of such equipment but also the foundations.
 In the accident at Luz-Ardiden, a ski-lift pylon collapsed, releasing the cable and throwing skiers from their chairs onto snow and rocks 100 feet (30 meters) below.

Hess Is Hospitalized in West Berlin

BERLIN (Reuters) — Hitler's former deputy, Rudolf Hess, serving a life sentence for war crimes, has been admitted to a military hospital in West Berlin, a spokesman for the allied said Friday.
 Hess, 92, was taken to the British military hospital on Sunday from Spandau prison, where he has been the sole inmate since 1966. He was under observation and there was no cause for concern, the spokesman said. Allied sources said he had a mild form of bronchitis.
 Hess has been hospitalized several times during the past decade; the last time was nine months ago. Allied sources said recently that his general health was good for a man of his age. Hess has been held at the prison since he was convicted at the Nuremberg war-crimes trials in 1947.

Judge Rejects Nixon Claim on Papers

WASHINGTON (AP) — A federal judge dealt a blow on Friday to former President Richard M. Nixon's attempt to block plans by the National Archives to release 1.5 million Watergate documents this spring.
 A U.S. district judge, George H. Revonco, ruled that the archives, which has custody of all 42 million pages of Mr. Nixon's presidential papers and 8,000 hours of tape recordings, is not automatically bound to honor Mr. Nixon's claims of executive privilege against the release of documents planned for May 4.
 Mr. Nixon's attorney, Herbert J. Miller Jr., said at a Feb. 3 hearing that the former president would invoke executive privilege and might file suit to block the release of a special Watergate file, which contains 1.5 million documents. The judge's opinion invalidates a year-old Justice Department legal opinion directing the archives to honor Mr. Nixon's executive-privilege claims.

For the Record

President Chaim Herzog of Israel will make a state visit to West Germany from April 6 to 10, President Richard von Weizsäcker's office announced Friday. The visit will be the first by an Israeli head of state to West Germany. (Reuters)
 Ecuador began the court-martial of 83 air force commandos and three officers Thursday for the abduction in January of President León Febres Cordero at a military base. If convicted, each defendant could be imprisoned for 16 years. (AP)

Travel Update

Snow fell in Athens on Friday for the fourth straight day, and Olympic Airways said two flights to the northern town of Alexandroupolis and one each to the islands of Crete and Chios were called off because of high winds and icy runways. (AP)
 The Bosphorus waterway reopened to shipping on Friday after two days of paralysis caused by heavy snow and high winds, port officials said in Istanbul. (Reuters)
 Subway workers in Lisbon staged a 24-hour strike on Friday over a pay dispute, disrupting travel for thousands of commuters, trade union officials said. (Reuters)

Censors Savage Film Festival in Singapore

Agence France-Presse
 SINGAPORE — Twenty-three of the 50 movies entered in Singapore's first international film festival had sections removed by the Board of Film Censors, and two others were withdrawn by filmmakers who refused to submit to cuts, it was reported Friday.
 The Straits Times newspaper called the festival, which ended Thursday, a success, but described the incidents of censorship as a "disappointment."
 Rama Meyyappan, chairman of the censorship board, declined to comment on the cuts except to say, "We were just doing our best to provide a service."
 Censors here are particularly sensitive to scenes involving sex or violent or criminal behavior. Filmmakers who refused to submit to deletions were Nadia Tass, who produced the Australian comedy "Malcolm," and Romano Scavolino of Italy, who directed "Dog Tags."
 Griffin Dumean, an actor-producer who allowed his "After Hours" to be shown despite a major cut, said: "Especially at a film festival where there is supposed to be cultural exchange, it is important that films present an accurate picture of life or of the places featured in them. But that may be impossible if films are censored."

CHURCH SERVICES

TOKYO
 CHRISTIAN CHAPEL, NEW OTANI HOTEL GARDEN, open daily 8:30-10:30 a.m. Sunday 8:00-9:30 and 11:00-12:00. Call hotel, 265-1111, Don Madeline, Chapel Director.
STOCKHOLM
 HANNAHEI CHURCH, Kungälvstr. 4. Byggnads- och kyrklig verksamhet, Svenska kyrkan. Swedish & Korean 11:00. Tel: (08) 151226, 214051.
PARIS SUBURBS
 EMANUEL BAPTIST CHURCH, 50 Rue des Bercs-Bohains, Neuilly-Maclemont. English speak, evangelists, all denominations. S.S. 9:45. Working 10:45. Other activities. Call Dr. B.C. Thomas, Pastor, (1) 47.49.1539.
To place an advertisement in this section please contact:
 Ms Elizabeth HERWOOD
 181 Ave. Ch.-de-Gaulle,
 92521 Neuilly Cedex, France.
 Tel: 46.37.93.84.

Thailand, Malaysia Tighten Refugee Policy

International Herald Tribune
 BANGKOK — Thailand and Malaysia, expressing concern at the pace of resettlement of Indochinese refugees by Western countries, have begun to apply tougher policies toward seekers of asylum from Vietnam, Cambodia and Laos.
 Abdul Kadir Fadzir, the Malaysian deputy foreign minister, said recently in Kuala Lumpur that a camp on Bidong Island in the South China Sea off the coast of peninsular Malaysia might be closed by the end of the year.
 He did not say what would happen to any occupants not accepted for resettlement abroad by then or to new arrivals.
 On Sunday, Thailand removed a group of more than 200 Cambodians and Vietnamese from the Khao I Dang camp east of Bangkok near the border with Cambodia.
 The camp houses 22,000 people and is the only one in Thailand where Cambodians are eligible for resettlement abroad.
 Some Thai officials claimed that the Indochinese removed on Sunday were living there illegally, but refugee relief agency staff members said they feared the move might be the start of a threatened closure of the camp.
 In December, Suwit Subhan-kun, head of Thailand's national security council, said the Khao I Dang camp would be shut on Jan. 1. He could not be contacted on Friday for comment.
 In February, according to refugee workers here, the Thai Interior Ministry said that starting in July it would stop the entry of refugees from Laos and Vietnam who were seeking resettlement overseas.
 An Interior Ministry official, confirming advisory letters had been sent out, said that "the false hope of resettlement in the West encourages refugees to stay in Thailand and more to arrive."
 Similar concerns on refugees have been voiced in Hong Kong,

where in January, members of the Legislative Council called on Britain to take firm action to reduce the number of Vietnamese boat people in Hong Kong. There are 8,000 of them in camps.
 Some members said arriving Vietnamese should be screened and any better livelihood rather than escaping persecution should be sent back to sea again after their boats were repossessed.
 Diplomats said Thursday that objections being voiced in Malaysia, Thailand and Hong Kong reflected a widespread official view in Southeast Asia that the exodus of people from Indochina, which began with the Communist take-

overs of Cambodia, South Vietnam and Laos in 1975, should be halted because it was no longer a genuine refugee outflow.
 Thailand, with 84,000 Laotians, 27,000 Cambodians and 7,000 Vietnamese in camps assisted by the United Nations, has about 83 percent of the 143,000 Indochinese refugees scattered through East Asia.
 That figure does not include 260,000 Cambodians living along the Thai border in centers controlled by the three factions in the resistance movement seeking to end Vietnam's occupation of Cambodia.
 UN officials stressed that the 1.1 million Indochinese who have been granted temporary asylum in non-Communist countries of Asia since 1975, more than 1 million, or about 89 percent, have found permanent homes elsewhere, mainly in the United States, Canada, France and Australia.
 UN statistics show that the total number of refugees in camps across Southeast Asia, with the exception of Malaysia, dropped from 160,000 at the end of 1985 to 145,000 in December 1986.
 However, Thailand and Malaysia have said they are concerned that they will be left with thousands of Indochinese who are unacceptable to Western nations, and who do not want to return home.
 —MICHAEL RICHARDSON

Tunisia Still Angry With U.S. Over '85 Israeli Raid

By Jonathan C. Randall
Washington Post Service
 TUNIS — A year and a half after Israel's bombing raid on the offices in Tunisia of the Palestine Liberation Organization, many Tunisians remain angry at the United States because of their conviction that the Reagan administration helped Israel carry out the strike.
 Although Jonathan Jay Pollard, a former U.S. Navy intelligence analyst who has been sentenced in Washington to life in prison for spying for Israel, told the court that he, on his own, gave Israel vital U.S. intelligence that facilitated the raid, Tunisian public opinion refuses to clear Washington of responsibility.
 The facts appear less important here than the public conviction that the U.S. government betrayed historically friendly Tunisia.
 Tunisia's official stance is that the strike was partly an Israeli attempt to harm Tunisian ties with the United States, and that it failed. In an interview, Foreign Minister

Hedi Mabrouk said, "We are convinced that the United States in no way aided the raid," and that bilateral ties remain "solid and unaffected."
 But Ahmed Mestiri, leader of the moderate opposition Democratic Socialist Movement, said he recently warned visiting U.S. congressional staffers against thinking that Tunisian public opinion shared the government view about American innocence.
 "Tunisia and the PLO were both victims," he said, reflecting what appears to be an apparently enduring impression here. "Washington put friendship with Israel and Tunisia on the scales and chose Israel," he continued. "The damage is irreparable."
 Mr. Pollard, according to his court statement, gave Israel material on Libya's air defense system that aided the Oct. 1, 1985, raid on PLO headquarters near Tunis,

which killed 60 Palestinians and Tunisians. Some published reports have said that the material was aerial reconnaissance photographs.
 The statement that he acted on his own, plus published reports, appeared to support the U.S. government's declaration that it played no role in the Israeli air strike. But interviews with Western diplomats, Palestinians and Tunisians suggest that the leak of public reaction here reflects a lasting disillusionment with the United States.
 In an ironic contrast, a PLO official said he now believed that the information for the raid came from Mr. Pollard and was not supplied officially by Washington.
 Salah Khalaf, a leading aide of the organization's chairman, Yasser Arafat, recalled that the PLO initially accused the United States of connivance in the raid. Now, he said, he believed Mr. Pollard's statement of responsibility and was willing to absolve the United States "on the intelligence side, but not the political side."

"I had been under the impression that relations between Washington and Tel Aviv did not require spies," he said.
 Reflecting an apparent desire to avoid any new local debate on the raid or its wider implications, the State Department has instructed U.S. diplomats in Tunisia not to comment publicly on Mr. Pollard's support to Israel in the raid.
 Nevertheless, a U.S. diplomat said privately of U.S.-Tunisian relations, "We are no longer friends, just countries which may have interests in common."
 Israel bombed the PLO office in retaliation for the killing by Palestinian gunmen of three Israelis in Cyprus. Many Tunisians, stunned that the Israeli jets had struck from 1,500 miles (about 2,400 kilometers) across the Mediterranean, assumed that the U.S. Sixth Fleet must have been aware of the planes and that the United States might have helped them evade neighboring Libya's radar.

Tunisians' shock and suspicion were compounded by an apparent endorsement of the raid by a House that it constituted "a legitimate response and an expression of self-defense."
 Crowds of angry Tunisians had to be held back from the U.S. Embassy, and the pro-Western government of President Habib Bourguiba told Washington that it feared the might be overturned by street violence.
 Since the late 1950s, when Washington provided critical aid to the newly independent Tunisia, the United States has offered itself as a reliable friend, and many Tunisians have assumed that Washington would protect their country from the violence of the Middle East conflict.
 This assumption was reinforced in 1982 when, at Washington's request, Tunisia agreed to harbor the PLO headquarters after Israel's invasion forced the group out of Lebanon.

SCORE
Hockey
Standings

Reagan's Iran Speech Ends to Applause and Relief in Texas, Groans in Michigan

In Houston, Older Voters Believe President Did Well

By Peter Applebome
New York Times Service

HOUSTON — President Ronald Reagan's speech on the Iran-contra affair elicited ecstatic applause at the River Oaks Country Club, conflicting views from the younger white-collar crowd at the Texas Club and a sense of quiet relief from half a dozen people watching television at Carol Standish's house in an affluent Houston neighborhood.

controversy arose over arms sales to Iran and the alleged diversion of the sales' profits to the Nicaraguan rebels.

"I thought he bit the bullet as he should have," said George Albridge, 62, a retired army colonel.

'We were expecting more than he could possibly deliver. He hasn't lost the magic as far as I'm concerned.'

—David C. Hawthorn, A retired oilman, 85

episode that would be an unpleasant footnote in a successful presidency.

"I thought the president did a good job last night," said Harry A. Zuber, 52, a retired vice president of the investment firm of Underwood, Neuhaus & Co. "I think he has set the agenda for a new group of people and that the administration will be able to move ahead. There's a lot more to running government in America than selling arms to Iran."

time Republicans, the speech did not dispel nagging doubts about Mr. Reagan's ability to regain the initiative.

"His tone didn't elicit the confidence it used to," said H.E. Carrico, 72, a retired businessman who watched the speech at the same club where Mr. Hawthorn watched it. "The man has lost his charisma. You know what has happened? The man has just gotten old."

But in Roseville, the Young Feel He Manipulated Them

By Paul Taylor
Washington Post Service

ROSEVILLE, Michigan — What Stacey Brown, 24, a Republican, did not like about President Ronald Reagan's speech about his Iran policy was the way she felt herself being manipulated.

er and a Democrat who voted for Mr. Reagan in 1980 and 1984, said: "I was really disappointed. I don't believe there were no notes taken. That's kind of hard to believe. Your secretary is usually with you, especially if you're the

'I was really disappointed. He sugar-coated everything, glossed over everything.'

—Lorraine Smith, A hairdresser, 27

their suddenly complex, suddenly ambivalent feelings toward the president.

A nationwide survey of 500 voters conducted after the speech by ABC News showed a more positive reaction: Of those who had watched Mr. Reagan's speech, 54 percent said they approved of the way the president was doing his job — 11 points higher than among those surveyed who had not watched the speech. The result was 10 points higher than after the Tower commission report on the handling of Iran policy was made public last week.

to be president, you have to do certain things that aren't squeaky clean," said Mike McClelland, a journalism student. Mr. Anderson agreed: "Politicians have to be a little shady if they want to keep the edge."

On the other hand, the young voters kept harping on the way they did not like the feeling they had been fooled by a "cover-up."

In a Refuge, Nicaraguan Bitterness

Peasants Describe Sandinist Army Sweeps, Loss of Faith

By James LeMoynne
New York Times Service

LAS AMAKAS, Nicaragua — The Sandinist army unit gave no warning when it swept into the village of Sina two years ago to seize peasants who supported the Nicaraguan guerrilla patrols that regularly moved through the area, according to several villagers who say they escaped the roundup.

More than 1,000 refugees are believed to live along this stretch of the Honduran-Nicaraguan border, appearing to survive on the barest necessities.

peasants back the Sandinists and are equally willing to fight for their beliefs.



Adolfo Calero Portocarrero after testifying Wednesday in Washington.

A Contra Confirms Getting Swiss Funds

By Joe Pichirallo
Washington Post Service

WASHINGTON — The Nicaraguan rebels' main military force received \$200,000 from a Swiss bank account controlled by Lieutenant Colonel Oliver L. North, according to the attorney of a top rebel leader, Adolfo Calero Portocarrero.

Colonel North and General Second until Thursday afternoon. In a television interview broadcast Thursday night, Mr. Calero said he had just discovered the Lake Resources deposits.

Hours earlier, Mr. Calero had met with groups of reporters in Washington. He emphatically stated that there was no available evidence in financial records of the Nicaraguan Democratic Force showing that the group had received any diverted funds.

DIAMONDS
YOUR BEST BUY
Single diamonds at wholesale prices by ordering direct from Antwerp, the world's most important cut-diamond market. Give diamonds to the ones you love, buy for investment, for your enjoyment. Write airmail for free price list or call us: Joachim Goldenstein diamondexport BVBA

AMERICAN TOPICS



Three Democrats in the House of Representatives, from left, Tony Coelho, Ronald V. Dellums and Joseph P. Kennedy 2d, joined other politicians and actors in spending Tuesday night on Washington's streets to draw attention to the needs of the homeless.

Tourism Is Surging In the Golden West

Tourism has overtaken the traditional extraction industries — agriculture, mining and timber — to become Idaho's most important source of private-sector jobs. The Washington Post reports, and the same transformation can be seen throughout the West. From the Rio Grande to the Canadian border, the states along the spine of the Rocky Mountains are moving to a new "attraction" economy based on drawing tourists.

Short Takes

Hollywood is recycling television series from past decades as new feature films, including "Dragnet," updated to "Dragnet 1987," and "The Untouchables," both to be released in June, and series such as "Highway Patrol" and "Mission Impossible." Scott Rudin of 20th Century-Fox said the main advantage is "title identification," adding, "You have immediate presence in the marketplace." Producers hope to draw on two huge potential audiences: adults who watched the series as children, and children who have seen the constant reruns.

8 Nations to Hold Talks On Central America

MONTEVIDEO — Delegates from eight countries trying to draft a peace accord in Central America will meet next week in Uruguay, Foreign Minister Enrique Iglesias announced Thursday.

RETURN ON INVESTMENT

For only \$46 a day, check in and start banking. Better value for your money is our stock in trade. Check it out. Hyatt Regency Manila. Your \$46 Business Address.

KRIZIA
Via della Spiga 23
P.zza di Spagna 77
S. Marco 2359 Calle delle Ostreghe
P.zza Crispi 9
Via d'Azeglio 4/C
Via Roma 354
805 Madison Avenue
4268 Oak Lawn Avenue
414 North Rodeo Drive
150 Worth Avenue
Broadway Plaza 601 South Broadway
55 Bloor Street West
36 Sloane Street SW1
Goethe Strasse 18
31 Rue du Rhône
The Landmark, Pedder Street
New Ohtani Sun Rose 4
Navio Hankyuu 7-10
The Hilton Plaza 1
Rue du Faubourg Saint-Honoré (Next Opening)
Rue de Grenelle (Next Opening)
Boulevard de Waterloo (Next Opening)
Via Manin 19 Milano tel. 02/6596415

INTERNATIONAL Herald Tribune

Hasten Slowly on Brazil

A country newly democratized, heavily indebted, ravaged by inflation and suffering vast gaps between rich and poor needs encouragement and material help...

Not Quite a Mea Culpa

President Reagan still cannot pronounce the word "I" in the same sentence as the word "mistake"...

The Gifts of Danny Kaye

Winston Churchill, who knew a thing or two himself about how to captivate a crowd, once asked Danny Kaye...

Other Comment

The Maneuvering in Italy
Italians, who patently enjoyed the relative stability of the Bettino Craxi administration...

INTERNATIONAL HERALD TRIBUNE

JOHN HAY WHITNEY, Chairman 1958-1982
KATHARINE GRAHAM, WILLIAM S. PALEY, ARTHUR OCHS SULZBERGER
CO-CHAIRMEN

OPINION



A Prescription for Coming to Terms With Nicaragua

WASHINGTON — If the Sandinists really presented a serious threat to U.S. security, the Reagan administration would already have invaded Nicaragua...

The War in Cambodia May Not End in This Century

SINGAPORE — The Third Indochina War over Cambodia has been waged with limited intensity since Vietnam's invasion in December 1978...

A Sudanese Model for South Africa?

LONDON — What could be expected if 50 representative South African leaders of all races were to meet under impartial chairmanship for confidential talks...

Six Words From the President

By David S. Broder
WASHINGTON — Well, that wasn't so hard, was it? Just six words from the president's lips: "No excuses. It was a mistake."

LETTER

Appreciating Warhol
Regarding the obituary of Andy Warhol (Feb. 23): Unfortunately, the report on Andy Warhol's death did not treat the event with the seriousness it deserved...

IN OUR PAGES, 75 AND 50 YEARS AGO

1912: The News in Brief
NEW YORK — Secretary Meyer has asked the House Committee on Naval Affairs for \$1 million to establish an around-the-world wireless telegraph system to enable U.S. battleships everywhere to be in communication.

1937: Armed First Lady
NEW ORLEANS — Mrs. Franklin Delano Roosevelt carries a gun when motoring and "can use it," as she informed a press conference here on March 6 on the occasion of the opening of her lecture tour.

PARIS — Edmé Chandon has been appointed an assistant astronomer at the Observatoire de Paris. This young woman was the distinction of being the first woman admitted officially into a French observatory.

NEW YORK — The marrying justices of Greenwich, Connecticut, have united in refusing to marry young men to old women during leap-year.

The writer, a syndicated columnist, is a veteran commentator on Africa.

Vertical advertisements on the right margin including 'CURI Doll', 'THE EUI', 'GMAC', and 'O'.

Runcie Asks Mideast Help In Finding His Envoy

By Francis X. Clines
New York Times Service

LONDON — At a time of relative calm in Beirut, the archbishop of Canterbury has sent messages to officials in the Middle East in the hope of finding fresh traces of Terry Waite, the hostage negotiator feared kidnapped six weeks ago.

Church of England officials confirmed this on Thursday but declined to offer specifics or verify that one of the archbishop's pleas was sent to Sheikh Mohammed Hussein Fadlallah, a Beirut figure described as the spiritual leader of the pro-Iranian group Hezbollah, or Party of God.

According to reports in As Safir, a Beirut newspaper, the sheikh informed Archbishop Robert Runcie that he had been unable to help find or obtain the release of Mr. Waite despite "intensive efforts."

Spokesmen for both the church and the British government said that while unconfirmed rumors and reports continue to circulate about the whereabouts of Mr. Waite, no reliable word has arrived either from him or from credible sources reporting on the possibility of negotiating his release.

"No word, no certainty," a church spokesman at Lambeth Palace said. "Dr. Runcie is very concerned."

There have been waves of speculation but no firm information since Mr. Waite disappeared in Lebanon on Jan. 20 during one of his attempts at mediating the release of some of the 25 other foreign hostages held in Lebanon.

The British Embassy in Beirut had been trying to track Mr. Waite through a web of warring factions but had to cease a few weeks ago when street fighting intensified and effectively prevented travel, British officials said.

The embassy is in East Beirut and, even with Syrian soldiers restoring a modicum of peace in some parts of the city, a trip to West Beirut in the search for Mr. Waite is still considered quite dangerous, officials noted.

The British had been trying to work through the Druze Progressive Socialist Party, the Beirut faction that had vouched for Mr. Waite's safety in his January mission but lost contact with him. This faction was one of the main parties involved in the intense street warfare of recent weeks.

Officials said there was no easy way of restoring the shifting situation in Beirut, where Syria and Iran are rivals for influence.



John Demjanjuk, left, consults with Mark O'Connor, one of his attorneys, during his trial in a Jerusalem courtroom.

Demjanjuk Can't Explain Wartime Whereabouts

United Press International
JERUSALEM — Israeli prosecutors say John Demjanjuk, the retired auto worker from Cleveland who is charged with Nazi war crimes, cannot account for his whereabouts during the period when he allegedly operated the gas chambers at a Nazi death camp.

Mr. Demjanjuk, who was stripped of his U.S. citizenship and extradited to Israel last year, insists that he was never at the Treblinka death camp in German-occupied Poland. He says he spent World War II as a Soviet soldier in several German prisoner-of-war camps.

But an Israeli investigator, Alexander Ish-Shalom, testified Thursday that Mr. Demjanjuk, who was born in the Ukraine, cannot name the prisons or remember anything about them.

"The man was not able to give even one name, not even the name of the man who slept in the bunk above him," Mr. Ish-Shalom said of Mr. Demjanjuk at his trial, which is in its third week.

He said that Mr. Demjanjuk had stunned investigators when he blurted, "You are pushing me to Treblinka," before any of his interrogators mentioned the name of the camp.

An estimated 870,000 Jews were killed at Treblinka during the Nazi occupation.

Mr. Ish-Shalom said Mr. Demjanjuk had "no response" when

Palme Probe Criticized As 'Slovenly And Passive'

Reuters

STOCKHOLM — The outgoing Stockholm police chief on Friday ridiculed the new team looking for the murderer of Prime Minister Olof Palme, saying its main idea so far was a plan to hypnotize Mr. Palme's widow.

Hans Holmer, who was replaced as head of the Palme investigation last month, criticized his successors after resigning from the police force on Thursday in protest at what he called their "slovenly and passive" handling of the inquiry.

A spokesman for the new Palme investigation, Ingvar Eriksson, confirmed that the police had discussed the possibility of questioning Mr. Palme's widow, Lisbeth, under hypnosis in an attempt to "throw new light on the assassination of Mr. Palme last year."

"There have been cases in other parts of the world where hypnotizing has yielded results," he said. But he stressed that the plan was only an idea and that Mrs. Palme had never been asked to undergo hypnosis.

Mrs. Palme was slightly injured in the attack on her husband on Feb. 28, 1986. The police have no suspect or motive in the case.

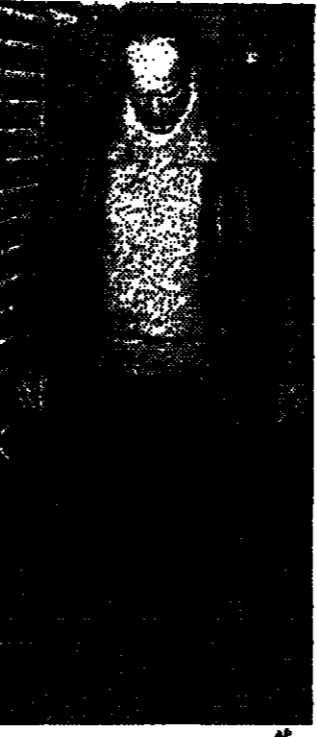
In an article Friday in the Stockholm tabloid Expressen, Mr. Holmer wrote that the new Palme investigation was not making any progress. "My resignation cannot damage the inquiry as there no longer is any real inquiry," he said.

In a television interview, Mr. Holmer said the fact that the police were considering hypnotizing Mrs. Palme was proof that they had nothing else to go on. He called his successors bureaucrats.

His remarks drew a swift response from Holger Romander, the national police commissioner and the new overall head of the Palme inquiry. "He should have concentrated on being a good administrator rather than playing detective," Mr. Romander said.

Mr. Holmer said the police had followed up 170 different lines of inquiry since Mr. Palme was shot. The various theories included one that the assassin was a Belgian mercenary. Another was that the Swedish police or security services might have killed him.

In his article, Mr. Holmer said his investigators had discounted a private motive for the murder. He added that "there was no reason to believe Palme may have been killed because of his United Nations role mediating in the war between Iran and Iraq."



Hans Holmer after a television interview Thursday night in Stockholm. Security guards accompanied him to and from the studio.

"Palme's murder was efficiently planned, dispassionate, brutal and organized," he said.

Mr. Holmer had insisted on considering the extremist Kurdish Workers' Party as the prime suspect. This led to violent disagreements with the prosecutors in the case, and the government eventually intervened.

In an Ethiopian Orphanage, Hope A New Life for Children Whose Parents Died in Famine

By James Brooke
New York Times Service

REPI, Ethiopia — Embethi, about 3 years old, stopped chattering with her rag doll and looked up curiously at two visitors hovering overhead.

"We don't know her history — we had to give her a name and an age," Getachew Zewndie, director of the orphanage, said of Embethi, who played on a sunlit veranda here with six other children.

The children are a living legacy of Ethiopia's famine of 1984-86, which is estimated to have killed one million people. The children are part of a group of 10,000 children whose parents died of disease or hunger.

"When the feeding camps started closing down last year, all that was left were the kids," said the Reverend Collin F. Battell, an Anglican priest who helps administer the orphanage, which is financed by the American Episcopal Church.

At the peak of the famine last year, the number of Ethiopia's orphans reached 200,000. But most of these children proved to be merely separated from living parents or relatives.

In 1985, in a hurried program to move 1.5 million famine victims from dry northern Ethiopia to the fertile south, some children and parents were placed on different buses.

After an international outcry, the program was suspended and the Ethiopian government started a "reunification" program for separated families.

The 63 children at the Jerusalem Children's Home in Repi come largely from Ethiopia's northern provinces of Wollo and Tigre and their parents have never been found.

"I'm surprised how unaffected they are," said the Reverend Charles P. Sherlock, another Anglican priest, as he watched a noisy group of small boys chasing a soccer ball through avocado and cedar trees.

Situated in the cool hills outside Addis Ababa, the orphanage occupies a villa that was once the residence of an official of the old regime, the minister of the imperial pen. When the Marxist revolution swept aside Haile Selassie's empire in 1974, the state seized the villa. In 1985, faced with a growing number of famine orphans, the state ceded use of the villa to the church group.

"Here is the main boys' dormitory," Mr. Getachew said, switching on a chandelier to reveal a formal dining room decorated with a pink marble fireplace and furnished with 24 bunkbeds of unfinished wood.

"Most of the clothes and toys come from England," Mr. Sherlock said, pointing to an array of stuffed bears, dolls and dogs that bore the wear and tear of cuddling by several owners.

Outside on the veranda, eucalyptus smoke scented the early evening air as the orphanage cook worked over two woodburning stoves, preparing a huge pot of curry and a stack of injera, or spongy Ethiopian pancakes.

From the valley below, the recorded strains of the "International," the rallying song of the international Communist movement, could be heard coming from an outdoor loudspeaker. Sung in Amharic, Ethiopia's official language, the anthem signaled the end of a neighborhood political indoctrination session.

On the hill, Fachal, the orphanage's pet goat, chewed on a pants leg of a small girl who had a blue cross tattooed on her forehead.

"She must have been from Tigre," Mr. Sherlock mused. "The Orthodox peasants there still tattoo baby girls with crosses."

At the orphanage, the children learn to garden and to clean their clothes, shoes and blankets. They learn the Amharic alphabet and are taught the prayers of the Ethiopian Orthodox Church. On Sundays, they climb the hillside to attend services at an old Orthodox church.

The program, financed by the Presiding Bishop's Fund for World Relief of New York, has opened four Ethiopian orphanages in the last two years. The orphanages, which care for 450 children, have a capacity for 900.

"It costs \$35 a month per child to keep things going," Mr. Sherlock said.

Pakistan and the Bomb: Dilemma for U.S.

By David B. Ottaway
Washington Post Service

WASHINGTON — A senior administration official has told Congress that the United States can no longer obtain "reliable assurances" from Pakistan that it is not producing material for nuclear weapons.

But the official appealed to Congress to avoid "legislative ultimatums" that would impair U.S. aid.

The official, Robert A. Peck, the deputy assistant secretary of state, was responding Thursday to a letter from Senator John Glenn, Democrat of Ohio, to President Ronald Reagan calling for a suspension of U.S. military aid to Pakistan.

Mr. Peck said there was "not a very high probability" that Mr. Reagan could obtain the "reliable assurance" that Mr. Glenn seeks from Pakistani authorities regarding their nuclear intentions.

to use a six-year, \$4 billion aid program proposed for Pakistan to pressure it to halt efforts to build a nuclear bomb.

The administration has asked Congress to grant a six-year waiver to Pakistan from the so-called Symington amendment, which prohibits U.S. aid to any country involved in producing enriched uranium without proper safeguards.

Furthermore, for U.S. aid to go forward, the president must certify to Congress annually that Pakistan does not have a nuclear explosive device.

Mr. Peck's comments appear to raise questions about whether the president can continue to sign the necessary certifications in the face of growing evidence that Pakistan has reached the nuclear threshold and is now producing weapons-grade enriched uranium.

A leading Pakistani nuclear scientist, Abdel Qader Khan, said in an interview with the London newspaper, the Observer, on Sunday that Pakistan has the bomb and is producing its own enriched uranium.

Denied Mr. Khan subsequently denied making such a statement, the article has fueled the reappraisal under way in Congress over U.S.-Pakistani relations. Pakistan's support is crucial to U.S.-backed rebels fighting to remove Soviet troops from Afghanistan.

Mr. Glenn, citing the Khan interview in his letter on Thursday to Mr. Reagan, urged the president to suspend military assistance to Pakistan "until you have received reliable assurances from the Pakistanis that they have ceased producing nuclear explosive materials."

Asked what the administration regarded as reliable assurances, Mr. Peck said the best solution would be for Pakistan to put all its nuclear facilities under international safeguards.

Mr. Peck also rejected the idea of reducing the waiver period of the Symington amendment from six to two years, or to postpone a decision until September as a means of keeping the pressure on Pakistan.

"I believe this would create serious problems in our relationship, undermine our relationship with Pakistan and put at risk a variety of larger interests in regard to Pakistan," he said, "including the influence which we have over Pakistan nuclear decision-making."

"We should avoid public confrontations and legislative ultimatums of standards Pakistan must meet," he added.

Mr. Peck said the Pakistani government repeatedly has claimed that it has "neither the means nor the intentions" of acquiring nuclear weapons "of any kind."

Asked what the administration regarded as reliable assurances, Mr. Peck said the best solution would be for Pakistan to put all its nuclear facilities under international safeguards.

Mr. Peck also rejected the idea of reducing the waiver period of the Symington amendment from six to two years, or to postpone a decision until September as a means of keeping the pressure on Pakistan.

miguel cruz

MIGUEL CRUZ WILL BE SHOWING FALL/WINTER '87-'88 COLLECTION

MONDAY, MARCH 9, 5:00 PM

AT "FIERA"—PIAZZA VI FEBBRAIO

PADIGOIONE 30, SALA C, MILANO, ITALY

THE COLLECTION WILL BE AVAILABLE FOR VIEWING THEREAFTER

BY APPOINTMENT ONLY IN OUR SHOWROOMS AT

VIA MANZONI 31, 6TH FLOOR, MILANO

39-2/79-67-60-79-99-21-79-20-32

AND IN NEW YORK AT

767 FIFTH AVENUE, 43RD FLOOR 212-751-3730

Paris Lawyer Admits Informing on Abdallah While He Was a Client

PARIS — A Paris lawyer acknowledged on television Friday that he was an informant for the French secret service from 1984 to 1986 and had relayed information on Georges Ibrahim Abdallah, who was a client.

saying he feared he was about to be killed by Israeli or U.S. agents. He was sentenced to four years in prison on charges of possessing weapons, explosives and false passports, as well as association with criminals.



Jean-Paul Mazurier, a Paris lawyer, on television Friday.

But Mr. Mazurier said he first came to know Mr. Abdallah in June 1982 when Mr. Abdallah asked him to distribute a claim of responsibility for an attack in Paris on behalf of the Lebanese Armed Revolutionary Factions. Mr. Abdallah has been called the group's leader.

TOWER: Appeal Reported

(Continued from Page 1) two explanations. Mr. Tower, a former Republican Texas senator, rejected that proposal, suggesting that if the president had more to say he could appear before the panel for a third meeting, according to sources close to the board.

The White House rejected that idea. Instead, Mr. Abshire brought a handwritten letter from Mr. Reagan saying, "I don't remember a period."

Under oath before congressional committees, Mr. McFarlane has testified that the president gave approval before the first shipment. Mr. Reagan has sworn that it only came after the president had learned that the arms had been delivered.



Briton Convicted in Malaysia

Derrick Gregory, a Briton, arriving in court in Penang, Malaysia, where he was convicted Friday of possessing six kilograms of heroin in 1982. Mr. Gregory, 37, was sentenced to death by hanging, but his lawyer plans to appeal the ruling.

BOFORS: Arms Executive Resigns

(Continued from Page 1) if he continued to represent the company.

It gave no further details. Mr. Ardbo later told Swedish radio it was "unsuitable" that he should continue to head a company that was under investigation.

But he denied his resignation could be taken as confirmation that Bofors was guilty of smuggling. "Rather the opposite, I have said all along for three years that the

company has not smuggled," he said. Prosecutors are to finish soon a two-year inquiry into Bofors that was launched after smuggling accusations by the Swedish Peace and Arbitration Society.

The society sharpened its attack Friday on the munitions company, saying 10 percent of Bofors' exports of laser-controlled anti-aircraft missiles had been illegally exported.

A further 683 were sold to Singapore, and then they were re-routed to various countries in the Third World, Mr. Westander said.

ARMS: April Talks Set

(Continued from Page 1) tegic Defense Initiative program to develop space-based defenses.

"There are dozens of points of view but there is no one single policy," he said. "In reality, discussions are going on among the Americans themselves."

The minister said that on second, on intermediate missiles could provide "an impetus toward solving other problems" in East-West relations.

Some SDI Tests Possible Members of a congressional delegation that observed the U.S. jet arms negotiations in Geneva last weekend said that Moscow had indicated a willingness to discuss testing elements of the administration's Strategic Defense Initiative outside the laboratory.

As evidence, Senators Arlen Specter, Republican of Pennsylvania, Robert C. Byrd, Democrat of West Virginia, and Richard G. Lugar, Republican of Indiana, noted that Mr. Gorbachev said earlier this week that "the conclusion" of an agreement governing space weaponry "should be confirmed by a decision on the prevention of deployment of weapons in outer space."

Mr. Gorbachev omitted the word "development," which he usually uses with "deployment" in an omission that is viewed by some experts as deliberate.

DAVID: Possible Model

(Continued from Page 1) lived it to be a copy of the David.

Mr. Hart said that he had first learned of the model from photographer brought to his home in Virginia by a representative of the Davids Foundation, and that his first intuition of its authenticity came from those photographs.

That intuition, he said, was strengthened by his examination of the model in Geneva over three days last June.

But the ultimate proof, Mr. Hart said, would lie in whatever historical documentation and scientific proof he could muster, as well as in stylistic comparisons with Michelangelo's other works and the David itself.

NUCLEAR: U.S. Congress Urged Not to Impair Aid Program to Pakistan

(Continued from Page 1) of growing evidence that Pakistan has reached the nuclear threshold and is now producing weapons-grade enriched uranium.

support is crucial to U.S.-backed rebels fighting to remove Soviet troops from Afghanistan. Mr. Glenn, citing the Khan interview in his letter on Thursday to Mr. Reagan, urged the president to suspend military assistance to Pakistan "until you have received reliable assurances from the Pakistanis that they have ceased producing nuclear explosive materials."

One official at the recently created 14th Section of the Public Prosecutor's Office, which coordinates investigations into terrorist cases, said that charges against the three were expected to be brought Saturday.

Radio reports said that the explosives were of the same type as those found in 1985 in a Paris apartment once occupied by Mr. Abdallah.

He then used Mr. Wallison's side-memoire to tell the panel that he and Mr. Reagan had gone over the matter. Based on the chief of staff's recollection, the president said he could not recall authorizing the shipment in August as he had said previously.

Soviet Cargo Spacecraft Docks With Mir Station

MOSCOW — A Soviet cargo spacecraft carrying a crystal-growing machine and other supplies has docked with the orbiting Mir station, where two cosmonauts on Friday began their second month in space, the official Tass news agency reported.

He then used Mr. Wallison's side-memoire to tell the panel that he and Mr. Reagan had gone over the matter. Based on the chief of staff's recollection, the president said he could not recall authorizing the shipment in August as he had said previously.

INTERNATIONAL EDUCATION DIRECTORY

EUROPE BUSINESS DEGREES IN MANAGEMENT AND MARKETING Graduate and undergraduate courses courses in small groups each student followed-up individually a business-experienced academic team accelerated progress by means of summer semesters Career oriented undergraduate and graduate programs in a variety of fields in business administration, information systems, international management, communications and public relations.

U.S. CAMPS CAMP BOURNEVALE FOR BOY 7-15 ON BEAUTIFUL CAPE COD ACTIVE EXCITING PROGRAM TRIPS TO MARTHA'S VINEYARD & NANTUCKET LIGHTED BALLOONS AND TENNIS COURTS INDOOR GYM WATER SKIING SAILING JET SKI BIRDING WINDSURFING COMPUTERS GOLF PROFESSIONAL SOCCER & TENNIS CLINICS BASKETBALL CLINIC WATERPOLY PLAYERS INTERNATIONAL REFERENCES

U.S.A. TUFTS UNIVERSITY SUMMER STUDY IN BOSTON COLLEGE PREP AND EXPOSITORY WRITING American Studies and Foundations of College Writing Six week, college preparation for American high school students (& international students fluent in English) American Studies lecture series and expository writing workshops. Visits to other Northeast universities. Suburban campus. Sports, activities and sightseeing.

SWITZERLAND TASIS: one School, four Countries. SWITZERLAND · ENGLAND · FRANCE · GREECE Longest established independent American boarding/day school in Europe. Beautiful campuses near Lugano, London, Paris, and Athens. Small classes, AP courses, dedicated faculty, and family-style community. Extensive European travel, sports, art, music, and theater.

SWITZERLAND BETWEEN SCHOOL AND LIFE... SPEND A STUDY-YEAR IN SWITZERLAND in a stimulating international community of approx. 40 girls aged between 15 and 22. A widening of horizons and added self-confidence being new incentives and desire to study. One student speaks English, French and German in school. For the most part they achieve internationally recognized diplomas in the program.

SWITZERLAND INSTITUT MONTANA ZUGERBERG International boys boarding school with rigorous U.S. college preparatory program for Americans. Grades 5-12 (Separate sections for French, German and Italian-speaking students). Thorough practice of modern languages. Highly qualified American faculty. Affiliated member of the International Association of Independent Schools. College Board. Ideally located on 3,000 feet above sea level, in central Switzerland, 45 minutes from Zurich and Lucerne. All sports, excellent ski facilities. Travel Workshop during spring vacation. Language Program in July and August.

FRANCE The most renowned school for French INSTITUT DE FRANÇAIS Overlooking the Riviera's most beautiful bay. MAKES LEARNING FRENCH A WONDERFUL AND UNIQUE EXPERIENCE LOGGING IN PRIVATE APARTS. AND 2 MEALS INCLUDED. For adults, 8 levels from beginner to advanced. For children, 4 levels from beginner to advanced. Program starts March 30 & 6 of year. Years of research & experience in the effective teaching of French to adults.

FRANCE UNIVERSITE DE PARIS SORBONNE COURS DE CIVILISATION FRANÇAISE Centre Experimental d'Etude de la Civilisation Française associé à l'Université. GRADUATE COURSES: University Courses, "MAGRISTRE DE LANGUE DE CIVILISATION FRANÇAISE" (equivalent to M.A. Credit U.S.A.), Sorbonne Summer Session for foreign Teachers & Students, Courses for Teachers of French Language and Civilization, Training courses in all fields. UNDERGRADUATE COURSES: French baccalaureate level required, French Language and Civilization Courses. Limited number of inscriptions. Fall, Winter and Spring Semesters, Summer Courses: July to and Sept. Interim Sessions: January.

FRANCE LEARN AND LIVE THE FRENCH LANGUAGE in calm and idyllic surroundings near Monte Carlo. Centre Méditerranéen d'Etudes Françaises offers 25 years of experience. Whether your level, you may opt for a number of weeks to suit your personal or cultural needs. Small groups. A staff of 15-week courses during each month. Courses begin and end every week. Students are encouraged to study with board and lodging. Centre Méditerranéen d'Etudes Françaises 06320 Cap d'Azur (France). Tel.: 93.78.21.59 - Telex: CEMED 461 792 F

EUROPE Schiller International University Associate, Bachelor & Master degrees in BUSINESS ADMINISTRATION-HOTEL MANAGEMENT, LAW/PUBLIC ADMINISTRATION-INTERNATIONAL RELATIONS, Computer Studies, Pre-Eng/Pre-Med, Art, French, Spanish, German, English, College Prep. Courses. Language of instruction-English. Winter campus and US transfer. MBA & MBA evening classes in London, Paris & Heidelberg. Schiller International University Dept 04, 51-55 Waterloo Road, London SE1 8TX Tel: (01) 528 8484 Telex: 8812438 SCOL G. Accredited AICS, Washington DC, USA

SYRACUSE UNIVERSITY INDEPENDENT STUDY DEGREE PROGRAMS Study Independently Wherever You Are and Earn a Syracuse University Degree Requires two to three weeks per year on Syracuse's Upstate New York campus, with senior faculty as instructors. Bachelor of Arts (Liberal Studies) Bachelor of Science (Business Administration) Master of Business Administration Master of Fine Arts (Illustration and Advertising Design) Master of Social Science, International Relations emphasis (London Residence option: June 14-26, 1987)

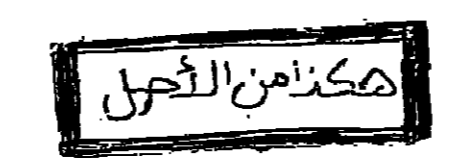
U.S.A. UNIVERSITY DEGREE BACHELOR'S • MASTER'S • DOCTORATE For Work, Academic, Life Experiences. Send detailed resume for free evaluation. PACIFIC WESTERN UNIVERSITY 600 N. Sepulveda Blvd., Los Angeles, California 90049, Dept. 23, U.S.A. UNITED KINGDOM INTERIOR DESIGN Home Study Course leading to Internationally recognised UK DIPLOMA/US DEGREE Prospectus from: Dept. HB, Rhodoc International College of Interior Design BCM/Rhodoc, London WC1, England.

CUT THIS OUT TO LEARN FRENCH Our concept at Geran is that you first learn, then practise what you've learnt, which is the key to real progress. This is what makes us different from all the others. At Geran you live French from morning to night, a minimum of 66 hours per week, which is only possible at a residential school, with mother tongue teachers. This is why our students say a week with us is worth three anywhere else. Our groups have an average of 3 people, and a maximum of 6, with a minimum of 34 lesson periods. Private apartments in the chateau, with first class cuisine. We teach diplomats and members of Parliament, EEC and NATO, and businessmen from both large and small companies. We have a school for young people too. For complete documentation, send this coupon or phone.

SPAIN LEARN SPANISH IN MADRID - Open all year round - all levels - Small groups - max. 5 students - Open to pupils of all races, religions and nationalities For detailed information apply to: DINAMICA ACADEMIA DE IDIOMAS C/ Franc. Silvela, 21-28028 Madrid - Apdo. 50276 - Telex: 43955 DADI E - Tel.: 401 75 22

Send for a free copy of the INTERNATIONAL EDUCATION GUIDE Write to: Françoise Clément, International Herald Tribune, 181 Avenue Charles-de-Gaulle, 92521 Neuilly Cedex, France

BUSINESS RE Moët Act... Net Rises 2... Hughes Tool Co To Reopen Tur... On Baker Mer... COMPANY NO



ARTS / LEISURE

Treasures of the Chase Are Divided at Rare Sale

MONTE CARLO—Sotheby's auction of the late Marcel Jeanson's library of manuscripts and books on hunting last weekend is without precedent...

held the remarkable Milanese manuscript of the "Legenda Venerabilium Vivorum Aymonis et Vermondi" or "Legend of the Venerable Men Aymon and Vermond." Its 11 miniatures painted around 1400 include some masterpieces of composition in light color schemes that have no equivalent in oil painting of the time...

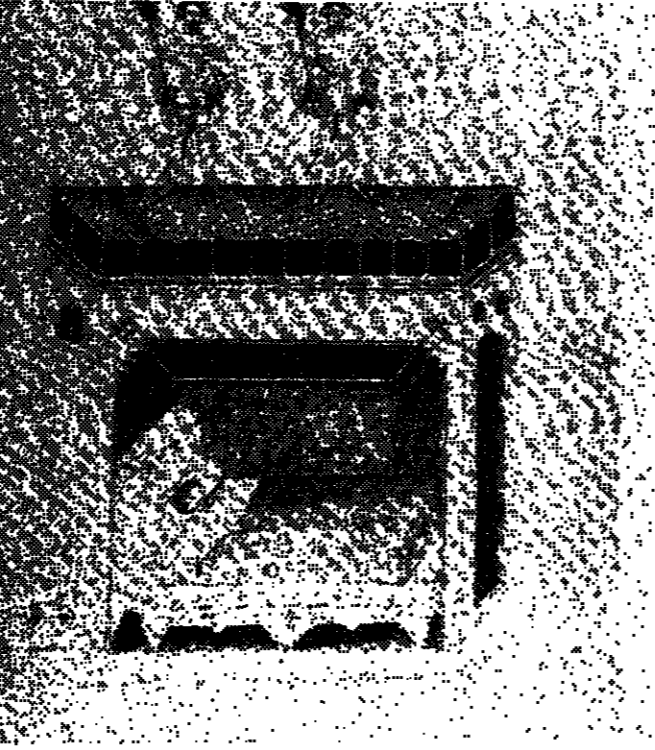


Left, illustration from a Nuremberg life of Christ, 1491; above, "Stags Hunted with Pikes," by Jan van der Straet, called Stradamas, 1576; right, from the "Livre de Chasse," by Gaston III, Comte de Foix; and below left, an illumination from the "Legenda Venerabilium Vivorum Aymonis et Vermondi," c. 1400, bought by the Getty Museum.

SOUREN MELIKIAN that Jeanson deployed, an offshoot of his lifetime obsession with hunting as a sport. As the world's top brass in rare manuscripts and first editions went through his belongings during the viewing at the Sporting d'Hiver, where Sotheby's conducted its six or seven auctions...

Jeanson's hunting passion was deftly steered toward tracking down books by two rare-book specialists, Emile Nourry and Jean Thiébaud, and he scored many coups. He bought a hoard of rarities at one stroke when he acquired the largest and finest hunting library formed in the late 19th century by Henri Gallice.

Gallice again was the source of what literary historians would see as the most important manuscript in the sale, the earliest extant copy of the "Livre de Chasse" by Gaston III, known as the court of Charles V as Gaston Phébus...



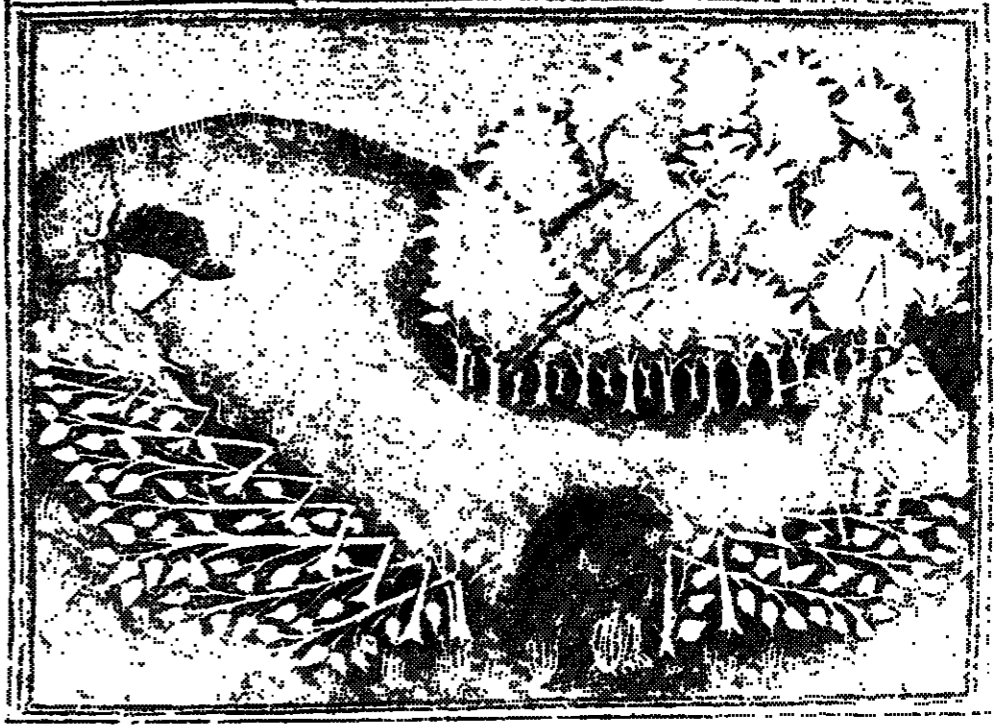
Jeanson also made some remarkable single coups, of which the most outstanding was another manuscript copy of the "Livre de Chasse," sold by the Soviet government around 1935 along with other holdings of the former St. Petersburg Imperial Library.

only that the museum has a "wonderful French Books of Hours but no major French secular manuscripts." Jeanson did not content himself with manuscripts. He had to have all the first editions of every conceivable early work on hunting.

that a similar copy had fetched two years earlier in London, at the height of the market. On Saturday, the Jeanson copy was bought by the Paris dealer Sotheby for 1,332,000 francs, substantially more than the 1929 price...

Jeanson also laid hands on a marvelous copy of the "Livre du Roi Modus et de la Reine Ratio," the third earliest French book on hunting printed by Antoine Néret at Chambéry in 1486.

Jeanson did equally well in much later works. He owned Louis XV's personal copy of a printed account of his hunts in the year 1726 with an original sepia wash by Jean-Baptiste Oudry...



Bèrès for 488,400 francs, nearly four times the high estimate. Sotheby's has scored once again — this time against the French auctioneers, one of whom was in the running to the last. According to one insider, the contract submitted by Sotheby's was signed by the vendors after the expensive sale catalogue had been printed.

INTERNATIONAL ART EXHIBITIONS PARIS GALERIE MERMOZ PRE-COLUMBIAN ART 6, Rue Jean-Mermoz, 75008 PARIS. Tel.: 43.59.82.44

DENISE RENÉ 196 Blvd. St-Germain, 75007 PARIS - Tel.: 42.22.77.57 NARAHA "GRANITS"

GALERIE CLAUDE BERNARD 7-9, Rue des Beaux-Arts, 75006 PARIS. Tel.: 43.26.97.07. Roel D'HAESE Sculptures and Drawings March 6 - April 18

BIBLIOTHEQUE NATIONALE 58, RUE DE RICHELIEU, PARIS (2^e) - 47-03-81-10 REMBRANDT La figuration humaine Daily, from 10 a.m. to 7 p.m., Wednesday night till 10 p.m. From January 22 to May 3

ASSOCIATION FOR THE PROMOTION OF ARTS BARTOLANI DELPRAT LE GROUMELLEC SALLE ST. JEAN - HOTEL DE VILLE DE PARIS - FEBRUARY 4 - MARCH 15

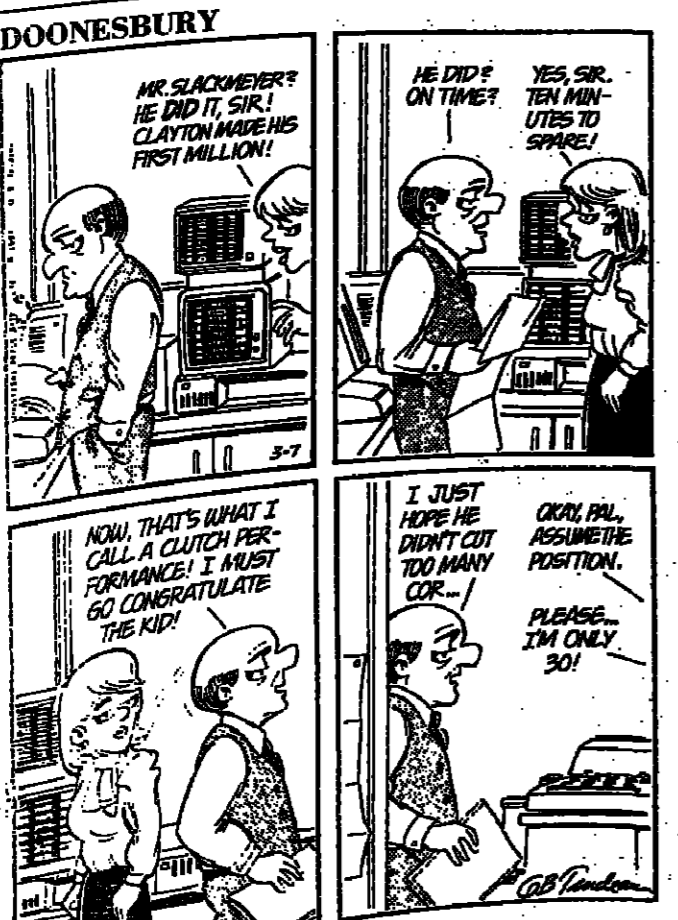
WALLY FINDLAY Galleries International new york - chicago palm beach - paris 2 Ave. Matignon - Paris 8th Tel: 43.25.70.74. Monday thru, Saturday 10 a.m. to 1 p.m. - 2:30 to 7 p.m. EXHIBITION FESTIVAL OF ARTS Permanent exhibition of: ADAMOFF, ARDISSONE, AUGÉ, BOUDET, BOURRIE, CANU, CASSIGNIÉ, CHAURAY, DUCARÉ, FABIEN, GALL, GANTNER, GAVEAU, GORRITI, GUILLEARD, HAMBURG, HERBO, KEMÉ, KLUCÉ, LE PHO, MAÏK, MICHEL-HENRY, MILINKOV, NESSI, SEBIE, THOMAS, VIGNOLAS, VOLLET. A VIDALQUADRAS: Portraits BALARIN: Sculptures

'Misérables': Advance Hit

By Geraldine Fabricant NEW YORK—Even longtime Broadway producers are somewhat awed by the extraordinary advance ticket sales for "Les Misérables," the musical based on Victor Hugo's book, which opens on March 12.

By opening night, the lavish three-hour show will have an estimated \$11 million in advance ticket sales, a record for Broadway and 57 percent more than the advance sales for "Cats," the greatest hit of the decade. "Cats" sold \$7 million worth of tickets before its opening in October 1982.

Word of mouth was also aided by the early sale of the record album. Mackintosh said tens of thousands of copies of the American pressing of the English album had been sold in the United States.



AUCTION SALES

GALERIE DES CHEVAULEGERS in VERSAILLES (FRANCE) 6 bis Avenue de Sceaux, Tel.: 39 50 98 08. Matras MARTIN and DESBENOIT - Sunday, March 15, at 2:30 p.m. IMPORTANT MODERN PAINTINGS R. DUPY - FOUJITA - KUSLING - LEGER - H. MARTIN - SIGNAC - PISSARO VLAMINCK - BOUDIN - RENOU - LAURENCEIN - MARQUET - VAN DONGEN Estimates and results on MINTEL 3615 + IV

ENGHEN - FRANCE - HOTEL DES VENTES 2 rue du Dr Leroy - 95880 - ENGHEN, Tel: (1) 34 12 68 16 SUNDAY MARCH 22, 1987 at 2:30 p.m. EXCEPTIONAL PAINTINGS AND SCULPTURES

From Rolex to Rolls Royce Art, antiques, jewelry, clocks and watches, oriental carpets, vintage cars and much more. The international auction magazine with over 5000 valuable offers every month for collectors, investors and art dealers. The up-to-date time-and money-saving scheme: 1. Order your up-to-date colour magazine "Auctions" now (6 months free). 2. View at home in comfort (all offers are not only illustrated in full colour, but also described and limited by experts). 3. Bid by post, telephone (or in person). No risks with our 30-day warranty. 4. Delivery after the auction is undertaken at your request. 5. World-wide auction service for transport to all Western countries, customs formalities etc. Express order for the magazine "Auctions" Tel. 0 62 34-80 11 81, telex 46 48 32 HENRY'S AUKTIONSHAUS

"ART EXHIBITIONS" "ANTIQUES" "AUCTION SALES" appear on Saturday

ARMS: April Talks... DAVID: Possible Model... FRANÇAIS... COURS DE CIVILISATION FRANÇAISE... OUT FRENCH

هنا من الأصيل

NYSE Most Actives table with columns for Vol., High, Low, Last, Chg. listing top trading volume stocks.

Market Sales table showing NYSE 4 p.m. volume, NYSE adv. cont. close, OTC volume, etc.

NYSE Index table with columns for High, Low, Close, Chg. and sub-indices for Composite, Industrials, Transp., Utilities, Finance.

Friday's NYSE Closing logo and text: 'Via The Associated Press'

AMEX Diary table with columns for Class and Prev. listing AMEX stock activity.

NASDAQ Index table with columns for Class, Prev., Week, and Year, listing NASDAQ market performance.

AMEX Most Actives table listing top trading volume stocks on the AMEX.

Dow Jones Bond Averages table with columns for Bonds, Utilities, Industrials, listing average bond prices.

NYSE Diary table with columns for Class and Prev. listing NYSE stock activity.

Odd-Lot Trading in N.Y. table with columns for Buy, Sell, %Bids, %Offers, listing odd-lot trading activity.

Dow Jones Averages table with columns for Open, High, Low, Last, Chg., listing major market averages.

Standard & Poor's Index table with columns for High, Low, Close, Chg., listing S&P 500 index data.

NASDAQ Diary table with columns for Class and Prev. listing NASDAQ stock activity.

AMEX Stock Index table with columns for High, Low, Close, Chg., listing AMEX stock index performance.

Large table of stock prices and changes, organized in columns with stock symbols and price movements.

Dow Up 3.80 Points to Record

United Press International
NEW YORK — Prices on the New York Stock Exchange ended mixed Friday as some investors cashed in on recent gains...

are still oceans of money from foreign investors and from reallocation of assets in institutional portfolios ready to come into the market...

Continuation of stock price tables, including various market indices and individual stock listings.

Large table of stock prices and changes, organized in columns with stock symbols and price movements.

Advertisement for 'Worst-Case Debt Both Sides Refund' and other financial services, including 'Economic' and 'Inter'.



DÜSSELDORF: The German Fashion Capital

Strolling along Düsseldorf's "Königsallee," one of Europe's most elegant and exclusive shopping avenues, is like attending a never-ending fashion show. Seated at one of the many cafés, one sees some of the best-dressed women in the world walk by. On the other side of this chestnut-tree lined shopper's paradise, one also notices all the biggest institutions in international finance and banking.

Situated on the lower Rhine, at the edge of the Ruhr's industrial valley, Düsseldorf has long been an important participant in world trade and ranks third among European cities as a main center of administration offices for multinational companies. Of 3,000 firms with branches here, 350 are from the United States. Today the town of Düsseldorf has also become a highly respected cultural center and an international fashion landmark. Though there are only 650,000 in-

habitants in the town itself, the surrounding cities tally a strong 27 million.

The inner secret of this young metropolis of fashion lies in its history. Its name stems from a former fishermen's village (in German: das Dorf) and has blossomed into a thriving city.

Fashion has always been an intrinsic part of the scene. In the past, the Dukes and Electors in the royal residence town of Düsseldorf were blood-related and politically involved with the Dukes of Burgundy and the Kings of France. As was most of Europe, they were also keenly interested by the newly discovered esthetic splendors of Italy. From Burgundy and France came the fabulous materials immortalized in Hans Holbein's numerous portraits of the aristocracy, whereas many a deft tailor was brought in from Italy to design elaborate costumes for the court nobles.

One of the early high points in Düsseldorf fashion took place during the splendid wedding of Jakobe von Baden, Duchess of the City, who, strongly inspired by the fashion of the Spanish Court, always wore black dresses. After the Thirty Years War, around the 1650s, the ladies of Düsseldorf inaugurated the *saalerei*, uncovering lots of bosom, sprinkled with lace and flowers, generally in pastel colors, all directly inspired by the French fashion pamphlets.

Today, if one makes careful note of the names above the shops along the "Kö," as Düsseldorf's main shopping artery is affectionately called, many are still French and Italian. In the past decade, the business community has acquired another economic pillar to rely on the trade fairs. Figuring especially strong are the IGEDO women's fashion shows that bring buyers from around the world six times a

year and are considered high among the fashion world's trend-setting forces.

Created in the first half of the 19th century, with the Düssel River running down its center, the 812-meter-long, and 81.9-meter-wide "Königsallee" will soon celebrate its bicentennial anniversary. All the biggest international names in men and women's clothing boutiques, as well as textiles, porcelain and jewelers, can be found here and the elaborate window displays have nothing to envy those in Paris or Milan.

Henning Wagner, owner of the Herpich store in the "Kö-Center," who remembers the international clientele from the prewar days in Berlin, says that the many trade fairs and businesses taking place in Düsseldorf provide the city with customers throughout the year. "For the past two years now we have been concentrating on fashion at its



most luxurious and most selective," adds Wagner.

The increasing demand for shop space is another recent novelty that has been met with the mushrooming of fashionable shopping galleries. Most recent is the newly built "Kö-Galleria," a long, modern three-story arcade with many ele-

gant stores. At the northern end of the "Kö" lies the Hofgarten, an irregularly shaped park with a wide array of trees, fountains and sculptures. The "Hofgarten" also offers many cultural attractions such as the North Rhine-Westphalia Art Collection, built around 88 of Paul Klee's works in the Château Jäger-

Düsseldorf is a city that respects its past while keeping a keen eye to the future. It's a city for people — manageable in size, and beautiful, well within the city limits, large, lovely open spaces of land.

Düsseldorf is also a seat of international business and a center for Germany's ever-emerging fashion industry. Starting tomorrow, the city's IGEDO Fashion Trade Fair will provide a world forum for German fashion.

hof, a lodge dating from the 18th century.

History aficionados should definitely take the time to visit Castle Benrath, only a few minutes out of town by car or public transportation. Built in the second part of the 18th century, this bright pink palace comes as a refreshing surprise

(Continued on Page III)

The Five-Billion-Dollar Secret

If you've wondered who's the mastermind behind the 500,000 auto bumper-stickers visible around Germany sporting the motto "fashion is my profession," then you probably should know more about IGEDO and its general manager, Manfred Kronen. Located in Düsseldorf, IGEDO organizes the biggest displays of women's outerwear fashion in the world. And starting today, when the IGEDO fair opens its doors, more than 2,500 exhibitors from 30 countries will congregate for five days in the 15 malls of the huge fairgrounds.

"People come to our fairs to buy," says Kronen, the driving force behind IGEDO. "Our business is a little like show business. We bring together buyers and manufacturers from all over the world, who do 60 percent of their buying here." According to market surveys, this represents sales of U.S.\$5 billion.

Only 24 exhibitors came to the first IGEDO fair in 1949. The following year, the number had increased to 300. Today at least 200,000 buyers come each year from 73 countries to attend the six yearly shows, confirming the worldwide importance of Düsseldorf as Germany's new fashion capital.

"The key to our success is organization," says Kronen, who began



Above: Manfred Kronen, Chairman, IGEDO International Fashion Trade Fair, Düsseldorf. Right: Fashions by Marc Cain, one exhibitor at the current IGEDO fair. Far right: Sweater from the Joop Intirewear collection.



his professional career as a lawyer and took over the direction of IGEDO from his father 20 years ago. He attributes to the legal profession his logical approach both at work and in life.

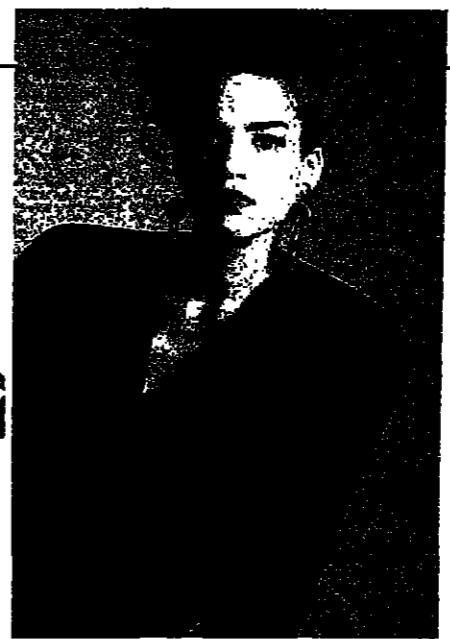
Kronen believes that the key to success is timing. "The right fashion

at the wrong time is the wrong fashion," says the 50-year-old entrepreneur, who is probably one of the most popular figures in Germany's fashion world. "We start planning a show five years in advance," he adds. "Some of our dates for 1992 are already set."

IGEDO, as a monopoly, is open to all applicants. With 15 halls and 160,000 square meters there is definitely enough room for everyone at the fairgrounds. Built in 1974 by the town of Düsseldorf, the new Exhibition Center has proven a haven of organization both for the

buyers and the exhibitors who use the rolling carpets to go from one hall to another.

A mere 15 minutes from the international airport, on the outskirts of the city itself, the fairgrounds provide numerous amenities. Several restaurants cater to



various tastes: "There is also a small supermarket, a hairdresser, a bank and even a sports center, complete with swimming pool.

IGEDO's marketing efforts are substantial. Besides organizing seminars, IGEDO publishes fashion supplements for German newspapers, covering the latest facts and trends in the fashion market. And their "professional" newspaper, published in three languages, is mailed to 120,000 potential buyers around the world.

From his busy office in the Fashion House, located very close to the fairgrounds, Manfred Kronen has taken on the challenge of making

German fashion as popular as its Italian and French counterparts.

"We have industry specialists out on the streets keeping their eyes out for new styles and predicting trends one and a half to two years in advance," says Kronen, who, incidentally, believes that his industry's real competition comes from electronics, entertainment and whatever other things people elect to do with their disposable incomes.

Most agree that the particular distinction and strength of the German fashion fairs is selling reasonably priced mid-ranger garments that are cheaper but of comparable quality with the designer clothes. Traditionally, productivity and reliability have been the enduring trademark of German manufacturers. But until recently German fashion has lacked a solid image. "It's almost impossible to make a good press photo of punctual delivery," quips Kronen. "But German fashion is acquiring more and more an identity of its own and is getting increased worldwide recognition."

Even though recent exchange rates have caused a temporary setback in the figures, 1986 exports still increased by 10.9 percent, plac-

(Continued on Page IV)

Flamboyant Wunderkinds Style a Revolution



It's easy to believe 36-year-old Ursula Conzen's motto "less is more." The first impression one gets from this German fashion designer is one of intended understatement. And it's precisely this type of understatement that her international clientele appreciates in her products.

Conzen lets her fashion speak for itself. Like the designer, it is attractive, smart, stylish, unobtrusive and totally self-confident, featuring simple cuts in toned-down, earthy colors and top-quality materials.

Ursula Conzen grew up in Düsseldorf as the second-youngest daughter of a highly respected art

and antiques dealer — not exactly the kind of background from which she logically would launch a successful career as a fashion designer. "I was always fascinated by clothes," recalls Conzen. "As a child, however, I usually wore the clothes discarded by my older sisters. By the time I'd finished wearing them, they were worn out and my younger sister would get the new clothes."

In 1969, Conzen went to Florence and Perugia to study language and quickly was drawn to the thriving Italian fashion industry. She began working for Italian knitwear manufacturer Umberto Giunchetti, and very soon found herself immersed in the world of fashion, totally fascinated and already bitten by the creativity bug.

Encouraged by Giunchetti, she soon decided to launch her own collection. Being thorough as well as ambitious, however, Conzen chose to perfect her own skills first, spending three years back in Germany working free-lance for Jil Sander, the famous designer.

Backed by Giunchetti, Conzen presented her first collection in 1983. "Less is more" has proven to be a program with potential. By the end of 1983, the Ursula Conzen company, featuring her collection



of high-quality knitwear manufactured by Giunchetti, had a turnover of 16 million Deutsche marks. The collection also includes handbags, belts and shoes, and has expanded swiftly well beyond Germany's borders to Switzerland, Austria, Belgium, Holland and England, as well as to Canada and the United States.

As for her private life, Conzen is open about her penchant for the Italian equivalent of *joie de vivre*. She spends much time in Milan because "it's a city where people don't just live in order to work, but

always find time to indulge in the pleasures of life."

High among these pleasures are trips to Positano, on the Amalfi coast, and skiing holidays in Saint-Moritz, as well as frequent golf tournaments, extensive reading and a keen interest in modern art. As so many young working women today, Ursula Conzen leads a double life that balances her career and her private life. "It's not always easy," she admits, "but it's nice to have both."

— Mary Deschamps

Hailed as one of Germany's fashion fore-runners, multifaceted Wolfgang Joop is much more than a talented stylist. He's also an excellent interior decorator and a former journalist who teaches a fashion course at Berlin's Fine Arts Academy.

Tall, blond and handsome, Joop has been raking in the fashion awards since 1970 when he won three major prizes during his first designer contest. By 1981 he was presenting his own ready-to-wear women's collection, followed by a men's line four years later. In addition he designs a wide range of accessories and some jewelry.

"Fashion is a demanding mis-



triss," said the 40-year-old Joop during a recent interview from Hamburg, where he now lives. "The German manufacturers have a longstanding reputation for producing top quality. But what has been lacking in this country is an identity for stylists as individuals and there is a definite German style blossoming out."

Born in Potsdam, Joop grew up in a family that was very involved with the art world, especially with paintings. Fascinated by such historical figures as Frederick the First of Prussia, Joop says that his style

has always been a combined inspiration between the past and the future. "Fashion is part of our roots and our culture. It has transpired through our history and artistic involvement," adds Joop, who also believes that today's woman should be dressed like a "real woman," with a strong personality.

"I really admire the way Marlene Dietrich was dressed in her films," adds Joop, who has designed seductive, feminine clothes for film actress Hanna Schygulla.

More than any of his contemporaries, Joop has a distinctive stamp. His tantalizing colors and themes are a perfect combination of drama and self-confidence.

Sold all over Europe and also several big department stores in the United States such as Saks Fifth Avenue and Bergdorf-Goodman, Joop's clothes carry a rather steep price tag. With reason, however: they have that irresistible and unmistakable mix of haute couture quality conceived in a young way.

Wolfgang Joop's fashion shows are always the big event of the season. Last year, at Düsseldorf's 150th IGEDO presentation, security checks of all journalists and buyers created a certain amount of delay and annoyance. But as soon as the show started, all was forgotten.



As usual, the Joop show was new, exciting and very different.

For this month's presentation, the main theme of Joop's collection is "neo-Renaissance." His clothes will be presented by models during a formal sit-down dinner. After passing around the tables, the 20 models will each sit with the buyers at a seat specifically reserved for them at every table.

When in Düsseldorf, Joop always stays at the Park-Hotel and makes it a point to drop by the Tamarin Café, named after his favorite painter, Tamara de Lempicka.

— Mary Deschamps



Margaretha Ley has been fascinated with fashion since she was a child. Her dossier reads somewhat like a fairy tale: young Swedish girl studies with the designer to her country's Royal Court; is persuaded to enter the Miss Sweden contest — and wins; becomes a top fashion model in Paris, where she learns the fine points of design and production from the masters; joins one of Europe's most famous haute couture salons in Vienna; and, in 1979, with her husband, Wolfgang Ley, creates a highly successful line of women's clothing.

Fairy stories aside, Ley can attribute her success to lots of hard work and abundant energy. Besides guiding an international design team, she frequently travels worldwide, keeping up-to-date on the latest trends, seeking the best in fabrics and yarns for her collections, and making numerous personal appearances in stores around the globe.

Her company, ESCADA, features a competitively priced separates collection of clothing, accessories and shoes that are closely coordinated by color and design. The customer is encouraged to mix and match, creating a look that reflects her unique style. According to Ley, what unites ESCADA customers is their love of beautiful clothes and the desire to project their own personalities.

Beyond the product, however, ESCADA is a thriving, innovative business which has seen significant success and expansion through its embrace of technology and sound merchandising strategies.

Everything that carries the ESCADA label is designed and manufactured in West Germany. Attention to detail is emphasized at every step of the production process, ensuring the perfection of each finished product — correct colors, well-finished hems, seams and collars, buttons that won't pop off. From the first selection of the yarn for a sweater or fabric for a skirt, to the final hand pressing each garment receives before being placed on a hanger for shipment, quality control is key.

Greatly facilitating ESCADA's quality control, rapid expansion and worldwide recognition, has been the innovative use of technology. Working with computer experts, the Leys have devised and implemented ingenious methods to simplify and standardize nearly every step on the production path — from creative concept to shipping.

Among the many systems now in place is an automatic optical color positioning system which eliminates fabric waste by determining the optimal pattern layout for each design and textile.

Beyond product and technology, however, the Leys have turned their attention to presentation. "Creating the ESCADA concept with clothing and accessories was not enough," says Margaretha Ley. "I wanted to create a totally new lifestyle through fashion and communicate it to the women who are my customers. The only way to accomplish this was by developing our own system of store design."

Thus, Store Design GmbH was

born. Its sole function is to design all ESCADA departments and boutiques, down to the tiniest visual detail. Each element — walls to windows, display cases to door-knobs — is chosen to reflect the ESCADA image and to demonstrate the company's concern for fine quality and workmanship.

— Wendy Mallinson

Through transformations and incarnations, changes of name, of country and career, she remains triumphantly on top. This is Caret Pfeleger, former model and gallery owner, and now a major force to be reckoned with in the widening world of German fashion.

Her brick mansion in Marienburg, outside Cologne, seems cool and light, an accurate reflection of its owner. Her aura of gentle calm and capability was hard-won, and she works to maintain it. "I'm rather temperamental by nature," she admits. "Impatient and sensitive. That's what people accuse me of sometimes, meaning, probably, that I'm too emotional. But after all, creativity consists mostly of sensitivity. And if you killed that, you'd kill me with it."

And how does she define creativity?

"Being able to think ahead," Pfeleger responds. "Doing your own thing, making your own music. To complete the analogy, you ought to be able to recognize who the tune,

the design, is by. You have to maintain continuity, but at the same time always be trying something new."

Continues Pfeleger, "I am a chameleon. I could slip into any role. Perhaps I would have been a good actress. But you can express yourself in many different ways."

She's had more chances than most to try out different roles, names and opportunities. Her first incarnation was as a girl called Katharina, growing up in Cologne with a strong, dynamic mother who sought success for her daughter. After high school and a few subsequent semesters studying art history came the first transformation: Katharina became top model Karina, a star in the era of Mary Quant and the Beatles.

Karina worked for the famed Ford model agency and then, in an abrupt turnaround, "I gave up modeling within a year." She returned to Germany shortly thereafter, accompanied by her husband and child, having married lawyer Horst Pfeleger.

A short breathing space ensued, during which Pfeleger channeled her energies into a different medium, running a Munich modern art gallery.

But the pull of fashion proved strong, this time from the creative side. Pfeleger had no experience in a design studio, but she had, during her modeling days, paid her dues as a student at the Fashion Institute of Technology in New York.

In 1979 she presented her first



collection. The line met with swift success: in 1983, 1985 and 1987 Caret Pfeleger received the "Fil d'or" international fashion prize in Monte Carlo.

Another fast rise to the top? While relishing her success, Pfeleger has not lost sight of the downside of her profession. "One invests so much... time, soul, sleep, private life... The last few years have been quite difficult for German fashion designers. The pioneer years, so to speak, with the first big international successes."

Undeterred, Pfeleger does her part as a spokesperson for her industry. She appears frequently at designer shows in Munich and Düsseldorf, on television and in the international press, discussing her field, her friendly competitors, and their common cause: promoting German fashion to the world.

— Wendy Mallinson

German Fashion Attracts a U.S. Audience

What do American fashion buyers think of when the European fashion scene is discussed? Paris, Milan and London constitute the traditional choices. Today, however, Düsseldorf is increasingly being added to the list of fashion centers American buyers must visit in order to remain at the forefront of international style.

For the American buyer, IGEDO offers several attractions, according to Dirk Meumann, president of New York-based Düsseldorf Trade Shows, Inc., the company that represents IGEDO in the U.S. In evaluating the fair's value to U.S. buyers, "there are actually two things you have to look at," Meumann says. "You look first at the international element of the fashion shows, which is of interest to buyers who want to go to one place and find all the lines from all the manufacturers from Italy, France, Spain and beyond; South America, Ireland and Israel."

However, for many Americans, he points out, it is the German presence that is of particular inter-

est at IGEDO. "For those buyers who are longing for the particular German lines, IGEDO offers everything from couture to ready-to-wear, sporty fashions, young fashions, even bridal wear and accessories."

It is this German "accent," as Meumann puts it, that his office stresses. "When our offices opened in New York in 1982, we started to promote Düsseldorf and IGEDO in a totally different way. We felt that the American audience would look to Düsseldorf as a German fashion place and expect German fashions. So our emphasis was to support the German fashion statements from Düsseldorf and not so much the international part of it.

"On the couture side," he recalls, "the question always was, 'Is there fashion in Germany?' Now it's become quite popular, and there are many people in the U.S. who are very familiar with Düsseldorf and go there at least once or twice every year."

According to Meumann, the

American buyer now recognizes IGEDO as one of the premiere centers for discovering new talent. "I think the IGEDO shows are one of the American buyers' best resources for finding new lines, interesting new lines that have a distinctive image. The German designers say something to the American buyer that other national fashions don't."

The "special statement" German designers make is of particular interest to American buyers because of similarities between German and American lifestyle attitudes. "German fashion is wearable fashion. It's still couture, but it's not extravagant in the sense that you can wear it only on very special occasions," Meumann points out. German fashion has attracted a loyal and growing American following because "it's done for women who are looking for something that's career fashion as well as sporty."

Meumann maintains he has seen significant changes in American recognition of the German industry in the last four or five years. "I think it will not take much longer in the U.S. for Düsseldorf to be considered a must stop on a fashion trip to Europe. If an American buyer goes to Paris or Milan and now takes a little detour to Düsseldorf, I think in the very near future, if not already, the attitude will be different. Everyone will have to go to Düsseldorf to stay ahead of what fashion is all about."

— Murty Alexander

The Texas Connection

Dallas Market Center executive VP Donna Knox decides whom and what to exhibit in the world's largest fashion showcase building, home to more than 2,000 permanent exhibitors. Personable and efficient, in her early thirties, Knox describes the job as that of marriage broker, on the wholesale level, between buyer and seller.

Two years ago, Knox was looking for "something to provide a different positioning from the store next door: America is in a sameness mode, with the same merchandise everywhere," she said. That's when she met her European counterpart in the form of Manfred Kronen, president of IGEDO.

It took only a few hours together in Düsseldorf before a partnership was formed. Says Knox: "Manfred Kronen was eager to export, but didn't have the tools in place." In short, he "seemed ready." The partnership is based, she says, "on our conviction that we'll both work hard to make this show work." Says Kronen about Knox: "She's fabulous. She decides immediately."

Düsseldorf now comes to Dallas twice a year. The original plan called for just one show, but the first, last October, produced so many requests from buyers to come back in the spring that a second has

been set for March 19, right on the heels of IGEDO's current European fair. (While the October Dallas show was also called IGEDO, difficulties with pronunciation and definition have led to a change; henceforth it will be called "Fashion Europe: Dallas.")

Exhibitors at Düsseldorf, in fact, literally pack their bags one day, fly to Dallas, and take the stage the next. Because everything's set up permanently in Dallas, they don't have to bring their own exhibits — which saves a lot of money. "That was definitely a selling point for Mr. Kronen," says Knox.

The Dallas Market Center offers three other main advantages, according to Knox: its owner, Trammel Crow, is a substantial company — the U.S.'s largest owner of real estate — thus offering the possibility of a long-term relationship; Texas is a right-to-work state, so things can often be done at lower costs than elsewhere; and the Southwest is one section of the U.S. that has had relatively little exposure to Europe. Finally, adds Knox, "We say you will reach 20,000 people." And after Dallas — which holds the first shows for both spring and fall — Knox encourages the European exhibitors to go on from there to New York, Los Angeles, Chicago... Born and bred in Dallas, Knox

worked hard to make the Dallas Apparel Mart (the fashion building of the Market Center complex) Dallas' brightest star. While it might be compared in purpose to New York's Seventh Avenue, its style is Texas deluxe: all doors open onto a central atrium large enough for two 747s placed wing-tip to wing-tip; and 19 restaurants serve every whim.

Personally, Knox has lined 11.2 miles of corridor with a finely tuned combination of exhibitors, now at 98 percent occupancy. She explains that the mix of exhibitors, as well as their physical placement, are important considerations. "And you must always be creating and following trends: for example, so that when 'western' starts to re-emerge, you can be sure it's there, and that it's packaged so the buyers know it's there."

The Apparel Mart also hosts five trade fairs a year, at which time Knox organizes fashion shows three times daily in the Great Hall "to educate the buyers. It's a circus atmosphere, but people are doing business," says Knox. The Apparel Mart presents the Dallas Fashion Award, which last October went to Margaretha Ley for Outstanding Sportswear Designer.

On the subject of German fashion, says Knox, "Its number-one selling point is quality — helped by a reputation for prompt deliveries — and bolstered in the last five years by a new emphasis on fashion." She points out, however, that

"what Manfred has is not just German fashion. We wanted to see Italian, French, British and German — and he has all four showing in Düsseldorf."

Once the decision was made to go with Düsseldorf, Knox's work had just begun. To explain the identity of the Apparel Mart's 20,000 buyers, Knox developed special mailing lists for each fashion category. She also helped exhibitors develop marketing plans for the U.S., including advice on where to advertise, and specific aid in creating such related materials as videos.

Knox also gives "export seminars" to prospective exhibitors. "We spend an entire day telling them how to export to the U.S.," she explains. At one, for example, with 125 companies represented, she brought together a retailer, a banker, a sales representative, a marketing specialist, and a customs/freight agent. "Once you get the process down, exporting is not as difficult as it's perceived. The challenge is getting to U.S. customers, and then getting it through."

Finally, with 2,000 permanent exhibitors at the Apparel Mart, Knox encourages the Europeans to form individual relationships that can provide ongoing support.

To what does she owe success — both hers and Kronen's — in this field? "It's based on a simple formula: if you talk and listen to people, if you ask enough questions, you will get the answers."

— Mary Carpenter

Germany's Fashion Tycoon

From his spartan headquarters in Wattenscheid, Klaus Steilmann masterminds a multi-million-dollar fashion empire that is considered one of the market leaders among Western Europe's manufacturers of ladies' outerwear.

But don't try calling him on a Wednesday afternoon. Certain things are sacred. And as captain of the Wattenscheid football team, Steilmann takes his job seriously, just as seriously as he takes his leading position in the fashion industry.

Steilmann's career in fashion began in the fifties, when he worked as a buyer for the C & A stores. In 1958, he founded his own company, starting out with women's coats and jackets, then extending his lines to include sportswear. Historically, the time was right: the German business community was beginning to benefit from what has been called "the economic miracle."

When the tides turned and the clothing industry suffered from the economic recession of the sixties, Steilmann was one of the very few who sensed the need for resourceful design and technical flexibility. With half of the German textile companies going under and unemployment in the fashion industry

peaking at 53 percent, Steilmann's factory was still operating securely with a substantial turnover. His secret? Orders from buyers were not considered on a seasonal basis, but on a monthly one.

A down-to-earth marketing philosophy has also helped him to weather the tough times. The Steilmann motto has always been: "Never go for high prices. If possible, stay in the mid-to-lower price ranges."

Last year 21 million coats, dresses, skirts and blouses were produced by the Steilmann factories, and his turnover was U.S. \$649 million, nearly one-tenth of Germany's entire ladies' ready-to-wear turnover. The group, comprised of nine companies, is supplied by 34 factories, and has 82 designers. "Our designers improve the image of German fashion as a whole," says Steilmann, who is also ready to bring in talent from abroad. The most recent addition to the Steilmann force is French couture designer Jean-Claude de Luca, who represents a DM 2 million investment for the company.

As with most German fashion manufacturers, exports have seen a strong increase in recent years. The best clients are other European countries, which constitute 60 per-

cent of all exports, followed by Japan and Canada.

But even the soundest strategies can sometimes be hindered by negative outside factors. Having increased by 14 percent in 1985, the Steilmann company's overall turnover saw a drop in 1986, though by less than one percent. "The decline in the dollar and the pound have definitely put a damper on the export figures," sighs Steilmann. "We'll hardly make any profit this year in England."

In contrast with other German fashion brands, business with the United States has never really taken off for Steilmann. In 1986, Escada registered exports of \$30 million to the States; Bogner, \$10 million; and Boss, \$5.5 million. So far, however, Steilmann has only reached a state-side turnover of \$8 million. "But at least we haven't made any losses," quips the chain-smoking tycoon, who likes nothing more than to have a good haggle over a price.

Company plans include increased production in the spring. Assuming the continued strength of the European market, 1987 should be a good year for Klaus Steilmann.

— Mary Deschamps



The French Connection

"The big boom in fashion is definitely taking place in Germany," says French designer Jean-Claude de Luca, who has recently signed a licensing contract with the Steilmann company, based in Wattenscheid. "Today the same thing is happening in Germany that took place in Italy ten years ago," adds the cosmopolitan stylist.

Having spent most of his life designing women's couture lines in Paris and Milan, de Luca recently turned his interests toward Germany, feeling that it was the only country in which he could find a reliable industrial group to back his designs and promote his fashion ideas and concepts. "The problem with Italy," says de Luca, "is that the clothes are too expensive and, aside from a few big names, are very poorly distributed. In France there are no textile factories, and in the United States the markets are either too wide or too small."

"All the buyers and journalists I have met in the past two years have advised me to take a look at the German market. Having made several contracts with companies a year ago, I decided Klaus Steilmann was the one I really wanted to work with. I was very impressed with Steilmann, both on a personal level and on a professional one. His personality immediately appealed to me, and was a strong, decisive factor."

He continues, "When I called back after six months and went to see him, we spent five hours discussing my new concept of fashion. I call it 'creative distribution,' because it offers the customers haute-couture quality at ready-to-wear prices."

Though he travels frequently, de Luca has remained faithful to his Paris roots. After receiving his law degree in Italy 15 years ago, de Luca decided his real vocation was the world of fashion. Introduced to Hubert de Givenchy by illustrator René Gruau, he worked as the designer's assistant for two years. "It was hard work," recalls de Luca, "but it's really the only way to learn

the trade. From there I was able to launch my own collections both in France and Italy."

Today he designs from a studio located right off his spacious, newly located second-story apartment in Paris' seventh *arrondissement*, overlooking a quiet garden. "There is no doubt that Paris remains the fashion capital of the world," says de Luca, "but the frontiers between countries tend to disappear more and more, and the fashion centers seem to be changing. On a recent visit to Düsseldorf, I was really impressed by the vitality of the city and the elegance of the women walking along the streets. The Königsallee is definitely as glamorous as Milan's via Monte Napoleone or New York's Fifth Avenue, and I am looking forward to presenting my clothes there."

"My collections are designed for the international executive woman," continues de Luca. "Today's women lead the same life as men and their comfort is an essential factor. My fashion takes into consideration that women work in offices and do extensive traveling. But in order to confront her every-

day life, a woman also has to have a wardrobe touched with a sense of humor. She should never be outdared; nor should she be a fashion victim."

The Winter 1987-88 Jean-Claude de Luca collection presented at Düsseldorf's IGEDO, under the Steilmann patronage, will reflect these ideas, and more. Six day lines and two evening ones feature very simple, minimalist cuts as well as easy-to-wear evening fashions. Many de Luca suits have short, wide skirts and long coats. "Color coordination is very important," he says. "This is why I have created sweaters, skirts and pants as well as coats that can be mixed and matched."

"The IGEDO fair is a fantastic work instrument," adds de Luca, who admits to being not very keen on the concept of trade fairs in general. "But in Germany everything is so well-organized and so ideally suited for buyers that I really am looking forward to taking part in all the events planned here throughout the year."

— Mary Deschamps

Important IGEDO Information

IGEDO* offers an unmatched opportunity to view Europe's most complete, saleable fashion collections. Following are some facts about the fair:

Where it is. Düsseldorf Fairgrounds, Düsseldorf.

When it is. March 8 to 12, 1987.

What's showing. Collections of knitwear, coats, suits, blouses, skirts, pants, leather goods, accessories, millinery, lingerie, foundations, swimwear, and fashions for the home, in all price ranges.

Who's showing. Over 2,500 exhibitors include all major German designers and manufacturers as well as such world-renowned designers as Guy Laroche, Balenciaga, Pierre Balmain, Mariella Burani, Byblos, Cerruti, Adolfo Dominguez, Katherine Hamnett, Iceberg, Claude Montana, Thierry Mugler, Nina Ricci and Ralph Lauren.

Upcoming IGEDO fashion fairs for Spring/Summer '88 fashions: Collections Premieres, Aug. 2-4; IGEDO Internationale Modemesse, Sept. 6-10; IGEDO - Dessous, Sept. 6-9.

* For the curious, IGEDO stands for *Interessengemeinschaft für Damenoberbekleidung*.

Winter Outlook: Five Innovators Predict



Jürgen Felser has well-established design credentials, with both his own collections and the L'Estelle line. His new collection for fall/winter '87/'88 features very English styling: pleated skirts, muslin and cashmere.



Her unique and luxurious designs keep Ella Singh in the limelight. She designs for women with a strong sense of identity, those who have mastered the art of appearing in public. Says Singh, "I just love to make something beautiful for women who, like myself, would rather feast on caviar than pick at kippers."



Small and delicate are keywords for the collection of Laureen Moeck, who works in a small town in North Rhine-Westphalia and lives in Berlin. She prefers a "pure" look, with perfection in cut and rich, lush materials.



Considered a star in the KAB (Club Avantgarde Berlin), Brigitte Haerke has built a reputation for experimenting with new and unusual materials. Her current line is very feminine, yet sophisticated.

The My Style Collection, designed and created by Jean R. Vermeulen, is known for its line of elegant dresses and particular attention to fabrics. The first show is being held at IGEDO this month.

DÜSSELDORF (Continued From Page 1)



Berthold Castle, built in the reign of Carl Theodor in the 18th century.



Nicknamed the "Ka," the Königsallee is a prime shopping promenade featuring a wide range of international boutiques, cafes and restaurants.

amidst the heavier neoclassic architecture in the area. On foot or by boat, there are several other possible outings along the banks of the Rhine, especially during the warmer months of the year.

From the top of the 234.2-meter-high telecommunications tower one can enjoy a breathtaking view over the Altstadt, the Rhine and, if weather permits, as far as the Bergish Land, Cologne Cathedral, Duisburg and all the way to the Netherlands.

In the Altstadt, (the old part of town), the visitor will find a well-balanced array of pubs, restaurants, boutiques and art galleries. The romantic cobblestone streets and pedestrian zones of the Old Town

provide the visitors with an ideal opportunity to plunge into Düsseldorf's historic center. The shops in that part of town have the advantage of being less expensive than on the "Ka," and many smaller avant-garde designers have chosen to set themselves up there.

While Düsseldorf has developed as an internationally renowned trade-fair and fashion center over the past ten years, the local burghers and the visitors have also changed, becoming more and more cosmopolitan and eclectic. Whether on the "Ka" or in the Altstadt, one frequently encounters prominent personalities from the world of finance, international jet-set, politics and the arts.

"In Germany we have no real

capital," says Manfred Kronen, director and organizer of the giant IGEDO fairs. "Berlin is now an island, Bonn is the seat of government, but not much else. In the absence of a real metropolis, I think it fully deserves its title as fashion metropolis."

— Mary Deschamps



Above: Düsseldorf's Kunsthalles features exhibitions of modern art such as the current Miró retrospective. Inset: Nearby, Henry Moore's "Reclining Figure" graces the city's Hofgarten (Court Gardens).

Arts Scene: High Style, High Culture

In February each year, the State Art Academy of Düsseldorf invites the city's art aficionados to tour the academy's classrooms, where the students display their best works. The venerable old building seems to overflow with new ideas, new materials and media.

It is typical of the Düsseldorf art scene that the old traditions repeatedly give birth to new ideas, that a move to new horizons is ventured. The city's past and present merge to create an atmosphere in which art — brave, confident, sometimes crazy and wild, then contemplative and secretly romantic — looks toward the future.

Düsseldorf's cultural scene also has much to offer. The many theaters range from small puppet theaters and the political cabaret "Kommi in die Köche," to the great opera house and the "Schauspielhaus." Here, too, the exciting present links up with great memories. Gustaf Gründgens was at the Schauspielhaus, first as a student and then as managing director. The composer Robert Schumann once headed the Düsseldorf Symphony Orchestra.

Perhaps most notably, the poet Heinrich Heine was born in Düsseldorf. Collections and exhibitions at the Heinrich Heine Institute,

one of the city's three literary museums, document his life and works. Then there's the theater museum, showcasing the history of the stage in the city, as well as the most important Goethe museum outside of Frankfurt and Weimar.

Goethe once visited Düsseldorf and was fascinated by the collection of paintings that Prince Elector Johann Wilhelm possessed. This collection became Düsseldorf's first museum; however, as the result of chaos caused by war inheritance, the collection, with its great works of Rubens, went to Munich, where it still belongs to the famous Pinakothek. Düsseldorf fought against

it, and the loss became a political problem. As compensation, the state gave the city money for the erection of a new exhibition building. This became the "Kunsthalles," a center for changing exhibitions of current art. At the moment, a Miró retrospective is on display there.

What remained from the Prince Elector's collection became the basis of the city's present Art Museum. Artists from the Academy and patrons from the business community helped to expand the collection. The Art Museum is renowned for its collection of works from the "Düsseldorf School" during the Art Academy's heyday in the 19th

century, but also for a glass collection unique in Europe. Representing the 20th century, particular emphasis is placed on the Düsseldorf "Zero" Group, including Mack, Pene and Uecker.

Newly housed in the center of the city, the Art Collection of the State of North Rhine-Westphalia is a repository of 20th century masterpiece paintings, among them works by Lichtenstein, Rauschenberg and Warhol. There are also little-known treats for the knowledgeable visitor, such as the only German ceramics museum and the maritime museum, in the old castle tower located on the Rhine. Finally, the City Museum offers a survey of Düsseldorf's history. The museum achieved international fame through its works in memory of the progressive art scene which flourished in the city during the 1920s and '30s, but was destroyed during the war years.

In addition to the 'official' art scene, Düsseldorf has a rich 'off' scene consisting of free cultural initiative groups, private art galleries, antique shops, and artisans' studios with their own exhibitions, all centered in a historic quarter south of the Old Town. From there, it is just a short walk to all of the great cultural centers, the 'art mile' of Düsseldorf. Within this mile of culture, more and more private art galleries are opening up. The Old Town already boasts a selection of pubs and restaurants, and artists and other creative people in advertising and fashion design, filmmakers, actors and writers are everywhere. Düsseldorf truly is a multifaceted place for meeting and exchanging ideas.

— Werner Schwertner

Düsseldorf Data: Where to Go, Where to Stay

"During the IGEDO fairs, the entire town takes on a different rhythm. Its success is a fact that the fashion world cannot ignore any longer," says Marco Toriani, manager of the Breidenbacherhof Hotel, recognized as one of Europe's grand addresses. Located in the heart of Düsseldorf's business and shopping district, the 154-room hotel carries on a tradition of excellence and personalized hospitality begun more than 150 years ago.

"Whenever an important fair takes place, there is a huge waiting list and two-thirds of the rooms are booked months in advance," admits Toriani, who also organizes small high-class fashion shows in some of the carefully decorated salons. Toriani took over as hotel manager a year and a half ago when the Breidenbacherhof was brought back from the Linsemeyer family by Georg Rafael, formerly with the Regent group.

"Being in the hotel business is a little like being in the fashion business," says Rafael. "It gets into your blood."

Rafael has chosen Düsseldorf as the flagship for his new venture — the Rafael Hotel Group — because he finds "it is a marvelous and highly underrated city with enormous potential." He also believes it is one of the most fashionable shopping cities in Europe.

With 65,000 hotel beds available in Düsseldorf and its surroundings, the traveler can choose from many possibilities.



The lobby of Düsseldorf's Breidenbacherhof Hotel, one of Europe's grand addresses.

In addition to the lovely antiques on display and the white-glove service at the Breidenbacher Hof, there are several other luxury hotels in town, such as the Inter-Continental (called the Inter-Conti) and the Hilton International (Yankee amenities and very convenient to IGEDO and the fairgrounds), Hotel Nikko (operated by Japan Air Lines, a definite must if you like fresh flowers and can't live without sushi); the Steigenberger Parkhotel (European elegance in the Rhineland style). First-class hotels that are not too far from the IGEDO fairgrounds include the Arcade, the Günnewig Savoy, the Holiday Inn, the Rheinsteri Penta, the Ramada and Ramada Renaissance.

There are many smaller hotels around the fairgrounds, one of which is appropriately named the Fashion Hotel (practically opposite the Düsseldorf Fashion House).

- Hotel Breidenbacher Hof; Heinrich-Heine-Allee 36; D-4000 Düsseldorf.
- Hotel Inter-Continental; Karl-Arnold-Platz 5; D-4000 Düsseldorf.
- Hotel Hilton International Düsseldorf; Georg-Glock-Str. 20; D-4000 Düsseldorf.
- Hotel Nikko; Immermannstr. 41; D-4000 Düsseldorf.
- Steigenberger Parkhotel; Corneliusplatz 1; D-4000 Düsseldorf.
- Hotel Arcade; Ludwig-Erhard-Str. 2; D-4000 Düsseldorf.
- Günnewig Savoy; Oststr. 128; D-4000 Düsseldorf.
- Holiday Inn; Graf-Adolf-Platz 10; D-4000 Düsseldorf.
- Hotel Ramada am Seestern; Seestern 16; D-4000 Düsseldorf.
- Ramada Renaissance; Nördlicher Zubringer 6; D-4000 Düsseldorf.
- Rheinsteri Penta Hotel; Emanuel-Lutze-Str. 17; D-4000 Düsseldorf.

If you plan on eating out during an IGEDO fair, it is best to make reservations because tables tend to fill up very quickly. Even IGEDO president Manfred Kronen has been known to be without a good table during one of his very own fairs.

Admirers of Japanese food will be happy to know that there is a very large nippon community in Düsseldorf, hence top-quality sushi bars and restaurants. There are many restaurants in the Old Town, where one can sample local specialties such as black pudding, cabbage with spare ribs, and knuckles of pork, served with the traditional Altbier. In addition to the standard German fare, there are also many restaurants with French and Italian cuisine. Here again, a number of possibilities with some brief comments.

- In Düsseldorf proper:**
- Dai-Tokai.** Mutter-Eye Strasse 1 (near Kommödchen) Tel.: 32 50 54. An excellent Japanese restaurant; sushi and sashimi.
 - Edo.** Am Seestern 3. Tel.: 59 10 82. Distinguished Japanese cuisine and traditional hospitality.
 - Grill Royal.** Breidenbacher Hof Hotel, Heinrich-Heine-Allee 36. Tel.: 86 01. Perhaps Düsseldorf's best and most expensive with haute German and haute international. For less expensive and simpler fare, try the Breidenback Eck (Corner), also in the Hotel.
 - Orangerie.** Bilker Strasse 30. Tel.: 32 60 01. Contender for first place among all the city's restaurants, this one's located in a charming old home.
 - Schiffchen.** Hafenstrasse 5. Tel.: 32 71 76. A local favorite in the Altstadt with an expansive menu and moderate prices.
 - Schlüssel.** Bolkerstrasse 45-47. Tel.: 32 61 55. Another Altstadt favorite with a robust menu and typical surroundings. A real bargain.
 - Uerige.** Bergerstrasse 2. Tel.: 32 81 45. A typical beer hall in the Altstadt which produces its own dark Altbier.
 - Zur Auster.** Bergerstrasse 9. Tel.: 32 44 04. One of the best fish houses in town. Tasteful decor.
 - China-Sichuan.** Graf-Adolf-Platz 7-8. Tel.: 37 96 41. Spicy sichuan haute cuisine.
 - La Crème.** Oberkasseler Strasse 100. Tel.: 57 56 72. In the French Mediterranean tradition.
 - De Medici Ristorante.** Amboßstrasse 3. Tel.: 59 41 51. Wonderfully Italian.
 - Dampfnudel.** Hohe Strasse 2. Tel.: 13 159. In the Altstadt, this café/restaurant specializes in local steamed noodles.
- Outside Düsseldorf:**
- Alte Rheinbahn.** Fahrerweg 22. Düsseldorf-Kaiserswerth. Tel.: 40 11 34. Traditional German cooking in the northern part of town, beyond the airport, in a lovely garden with a view of the Rhine.
 - Meuser.** Alt-Niederlassel 32. Düsseldorf-Niederlassel. Tel.: 5 12 72. A favorite Düsseldorf area restaurant with a heavy atmosphere.

Düsseldorf's Footwear Fair: A Shoe-In for Success



Twice a year, in the third weeks of March and September, 800 prominent shoe manufacturers from all parts of the world showcase their

latest collections at Düsseldorf's GDS International Footwear Fair.

The GDS is purely a shoe trade fair, and its strong international profile is unmatched by any competing event anywhere in the world. In Düsseldorf the visitor finds a broad spectrum of truly significant offerings, from suppliers experienced in exporting. In addition, domestic manufacturers always make a strong showing.

Why is the fair so popular? One reason is its timing: among the footwear fairs with worldwide, or at least international, significance, the GDS comes latest in the calendar. This means that the season's ongoing business discussions between important buyers prior to the GDS culminate at the collections presented there. Many of the season's discussions, indeed, are not 'mature' until Düsseldorf.

GDS can attribute much of its

continued success to the desire on the part of international buyers to take into consideration the very latest fashion trends when placing their orders. This reflects a growing uncertainty that stems from a market in continual flux — the risk of errors in ordering, and thus of unwanted stock increases, is ever-present. Thus emerges the wish to get as close as possible to the season in question before ordering to reduce any risks to a minimum. This is possible only at the GDS. The same is true for exaggerated price demands, which typically have come down to a realistic level by the time of the GDS.

The concentration of competitive suppliers at the GDS also makes additional services possible. Anyone requiring fast supplementary deliveries of current items can find them in Düsseldorf, as evidenced by the growing sales figures for immediate transactions.



Will Bogner, world-renowned sportswear designer, is the most recent addition to the Düsseldorf fashion scene. His luxurious new showrooms on the famed Königsallee are a prime forum for buyers from around the globe to see and order his new lines. And in the same building, the new Bogner specialty store stocks his complete sportswear collection.

\$5 BILLION SECRET (Continued From Page 1)



ing women's outerwear above the overall average for the industry. With an annual turnover of over DM 11.3 billion and a 1.8 percent increase in last year's production,

West Germany has maintained a prominent position as an influential producer and seller of women's outerwear. German styling, in particular,

has seen a decided change in outside perceptions. In the last five years, a wave of good, new German designers has emerged and the world has taken notice.

IGEDO has taken a very encouraging and supportive stance toward these young designers, awarding an annual fashion-future prize to foster up-and-coming talents in the fashion world. Since September 1984, IGEDO has also organized the "Deutsche Designer Schauen Düsseldorf," a platform in which the avant-garde German fashion stylists can present their new ideas and concepts.

This broad outlook definitely is appreciated by those inside the industry as well as outside. For Kronen's 50th birthday party last year, 50 young Berlin designers sent him a string of 50 small toy bears, each one dressed in a different outfit designed by each designer.

"At IGEDO, our purpose goes way beyond just organizing fairs," says Kronen, who keeps a very close eye on the industry itself. "One of the big problems we have is the early markdowns in the stores. It diminishes overall profit. The customer is the key to success

and this is why we have six shows a year. It gives the buyers a chance to supply the stores with more novelties."

Manfred Kronen has many plans for the future, not the least of which is building a second Fashion House in Düsseldorf that will double its present capacity. When Düsseldorf Fashion House II is completed in 1988, buyers will have at their disposal a 50,000-square-meter building with a unique, year-round range of fashion, where they can buy directly from stock.

Four years ago, Kronen was also asked to participate as a consultant for the new exhibition center in Hong-Kong, also to be completed in 1988, and has made frequent trips there.

"Technology and logistics are the two areas where there is still a lot of money to be made," says Kronen. "But the most difficult thing in this industry is getting quick, accurate information. Why hasn't anyone thought of fashion data banks?"

— Mary Deschamps



J. Janard

DÜSSELDORF: The German Fashion Capital

Photos and illustrations, this section, courtesy of Udo Hoeflin, IGEDO, and the collections of the individual designers.

BUSINESS/FINANCE

Statistics Index table with columns for various market indicators like ANEX, NYSE, etc.

SATURDAY-SUNDAY, MARCH 7-8, 1987

ECONOMIC SCENE

Worst-Case Debt Scenario: Both Sides Refuse to Budge

By LEONARD SILK New York Times Service. NEW YORK — While the carnival festivities were going on in Rio last week...

"No recession, no unemployment, no IMF," says the leader of Brazil's ruling party. The message from West German officials was similar...

BRAZIL'S TRADE problem, crucial to its ability to service debt, stems from the so-called Cruzado Plan, which was adopted a year ago by President José Sarney...

Why is Brazil refusing to come up with a plan? The basic reason is domestic politics. The Sarney government is weak and internally divided...



At left, steel flows into a continuous slab-casting machine at an Inland Steel Co. plant in East Chicago, Indiana. Above, autoworkers man an assembly line at a General Motors Corp. plant in Pontiac, Michigan.

U.S. Push for Productivity: Worker Injuries Rise

"I was on the job five years before I got hurt. But the chain speed on the production line just got so fast... The doctor said my wrists just wore out."

By James Risen Los Angeles Times Service. DETROIT — The United States may be paying a hidden price for its drive to regain its competitive edge...

Experts note that layoffs in troubled industries should have resulted in safer workplaces by removing the least experienced...



At right, steel flows into a continuous slab-casting machine at an Inland Steel Co. plant in East Chicago, Indiana. Above, autoworkers man an assembly line at a General Motors Corp. plant in Pontiac, Michigan.

"Really, I was doing the jobs of four people — they laid off the three other guys I was working with and combined the jobs. One day, I started feeling faint. I got real hot — I thought I was going to die."

— Tom Stanton, a 45-year-old worker at USX Corp.'s steelworks in Gary, Indiana.

side, they face an unprecedented challenge from imports, while on the other side they are being squeezed by depressed commodity prices and excess production...

Currency Rates

Table of currency rates for various countries including Amsterdam, Brussels, Frankfurt, London, etc.

Interest Rates

Table of interest rates for Eurocurrency deposits, key money rates, and U.S. money market funds.

SEC Aide Expects More Insider Trading Arrests

By Debra Whitefield Los Angeles Times Service. WASHINGTON — Gary Lynch, enforcement chief for the Securities & Exchange Commission...

Japan's Banks Set to Pool Bad Loans

By Eric N. Berg New York Times Service. NEW YORK — At a time when large banks all over the world are worried about a deepening of the Latin American debt crisis...

Spot Prices for Crude Oil Move Above the \$18 Level

Reuters. NEW YORK — Prices for the U.S. benchmark crude oil, West Texas Intermediate, moved above \$18 a barrel on cash and futures markets Friday...

Gold

Table of gold prices for various locations like Hong Kong, London, Zurich, etc.

U.S. Jobless Rate Remains at 6.7% For Third Month

WASHINGTON — The U.S. payroll swelled by 371,000 workers in February, holding the unemployment rate to 6.7 percent for a third consecutive month...

The news surprised economists, who expected more people to be out of work. The 6.7 percent rate has been the lowest in nearly seven years.

"We have an incredible job-creating machine here in the U.S. economy," said Allen Sinai, an analyst for Shearson Lehman Brothers Inc.

Meanwhile, the Federal Labor office said West German unemployment, not adjusted for seasonal factors, fell to 2.49 million persons in February from 2.50 million persons in January.

On Wednesday, the Economics Ministry said January's industrial production fell a seasonally adjusted 3.0 percent from December...

The report also showed that an estimated 7.97 million people were out of work and seeking a job in February, down from 8.02 million the previous month.

Bonn Reports Drop of 1.9% in January Orders

International Herald Tribune. BONN — The Economics Ministry said Friday that new orders to the nation's manufacturing industry in January fell a seasonally adjusted 1.9 percent from December...

Lawrence Chimarine of Chase Econometrics in Bala Cynwyd, Pennsylvania, was less optimistic. "Some of it is quite puzzling," he said.

"On balance," he said, "it probably tells us what the other indicators are saying: that the economy still is mixed; it's not fading and it's not picking up either."

Japan Requests Limits on Car Sales to Europe

Reuters. TOKYO — The government has asked Japanese automakers to limit their exports to Europe, an official in the International Trade and Industry Ministry said Friday.

FIDELITY SPECIAL GROWTH FUND

Notice of Annual General Meeting. Notice is hereby given that the Annual General Meeting of the shareholders of Fidelity Special Growth Fund...

AUSTRALIA FUND advertisement with details about the fund, its objectives, and contact information.

Friday's NYSE Closing

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere.

17 April High Low Stock Div. Yld. PE 50 High Low Close

Table of stock prices for various companies including IBM, AT&T, and others.

NYSE High-Lows

Table showing high and low prices for various NYSE stocks.

Company Results

Table of company financial results including revenue and earnings.

Dividends

Table of dividend payments for various companies.

Asian Commodities

Table of Asian commodity prices such as rice and oil.

Jamaica Reschedules \$25.5 Million of Debt

PARIS—Jamaica has completed a rescheduling of about \$25.5 million of its official debt from the Paris Club of lender nations, Prime Minister Edward Seaga said in a statement.

Mr. Seaga said an agreement was signed Thursday with the Paris Club, which deliberates on government-to-government debt, to reschedule the borrowings due between April 1, 1986, and March 31, 1988.

"This is one of the best agreements reached with the Paris Club," Mr. Seaga said in the statement, released by the Jamaica Embassy late Thursday.

Mr. Seaga said the debt rescheduling, which has more favorable terms than previous agreements, "allows the liberation of new resources to permit us to increase spending for social programs."

Jamaica recently won a \$150 million loan from the International Monetary Fund. The country's global debt is estimated at \$3.2 billion.

EC Joblessness Totaled 17.1 Million in January

BRUSSELS—Unemployment in the European Community rose to a record 11.8 percent in January, confirming a new deterioration in job market conditions, according to the EC's statistics office.

The biggest increases were in West Germany and Denmark. Only Belgium showed a decline, it reported Friday.

The number of registered unemployed in the 12 member countries jumped by more than 500,000 to 17.1 million, topping 17 million for the first time, Eurostat said in its monthly job market report.

U.S. Futures

March 6

Table of U.S. futures prices for wheat, corn, and soybeans.

Table of U.S. futures prices for livestock including cattle and hogs.

Table of U.S. futures prices for food commodities like coffee and sugar.

Table of U.S. futures prices for currency options.

Table of U.S. futures prices for financial instruments like Treasury bills.

Table of U.S. futures prices for commodities like gold and silver.

Table of U.S. futures prices for various metals.

Table of U.S. futures prices for energy commodities like oil.

London Commodities

Table of London commodity prices for various goods.

Table of London commodity prices for metals.

Table of London commodity prices for energy.

Table of London commodity prices for various other goods.

Table of London commodity prices for agricultural products.

Table of London commodity prices for industrial materials.

Table of London commodity prices for various other commodities.

Table of London commodity prices for various other goods.

Spot Commodities

Table of spot commodity prices for various goods.

Table of spot commodity prices for metals.

Table of spot commodity prices for energy.

Table of spot commodity prices for various other goods.

Table of spot commodity prices for agricultural products.

Table of spot commodity prices for industrial materials.

Table of spot commodity prices for various other commodities.

Table of spot commodity prices for various other goods.

U.S. Treasuries

Table of U.S. Treasury bond and bill prices.

Table of U.S. Treasury bond and bill prices.

Table of U.S. Treasury bond and bill prices.

Table of U.S. Treasury bond and bill prices.

Table of U.S. Treasury bond and bill prices.

Table of U.S. Treasury bond and bill prices.

Table of U.S. Treasury bond and bill prices.

Table of U.S. Treasury bond and bill prices.

DM Futures Options

Table of DM futures option prices.

Table of DM futures option prices.

Table of DM futures option prices.

Table of DM futures option prices.

Table of DM futures option prices.

Table of DM futures option prices.

Table of DM futures option prices.

Table of DM futures option prices.

Moët Acts to... Perelman Co... Net Rises 24%... Hughes Tool Co... To Reopen Talks... On Baker Merger... COMPANY NOTES

BUSINESS ROUNDUP

Moët Acts to Foil Possible Takeover

By Jacques Neher
International Herald Tribune
PARIS — Moët-Hennessy said Friday that it is taking steps to block a possible bid to acquire the big French champagne and cognac company.

"It's a great French stock, one that everyone loves."
The company noted that the price of its shares has risen almost 18 percent since mid-February when the stock was trading at about 2,278 francs (\$373). Moët shares closed Friday at 2,678 francs, up 38 francs from Thursday.

Canadian Named To Head GM's Locomotive Unit
The Associated Press
DETROIT — The appointment of a Canadian executive to head General Motors Corp.'s Electro-Motive division has spurred speculation that GM may follow a consultant's advice and move locomotive operations to Canada.

In Soviet, 'To Each Cow According to Her Output'

By William J. Eaton
Los Angeles Times Service
PODOLSK, U.S.S.R. — An American company has installed the latest high-tech equipment on a state dairy farm here in hopes of helping the Soviet Union get more milk from each of its 40 million cows.



A dairy farm near Moscow that keeps 2,000 cattle, 800 of them for milk production.

producers," he said in an interview at the Moscow offices of Ipatco, a Swiss-based company specializing in advanced technology. Ipatco formed a joint venture with Babson Brothers for this program.

This is possible because the cow's milk production is recorded automatically in the dairy's computer. When a cow steps up to a feeding station, Mr. Boynovich said, its electronic tag sends an "order" for its allocation of feed.

Another device measures the flow of milk and disconnects milk machines when output drops below 250 cubic centimeters a minute, Mr. Babson said, explaining, "The cow's milked out at this point."

Perelman Considers Taking Revlon Group Private

The Associated Press
NEW YORK — Revlon Group Inc.'s biggest stockholder, MacAndrews & Forbes Holdings Inc., said Friday that it was considering a bid to take Revlon private in an acquisition valued at about \$715 million.

lon's chairman, said it was considering making a cash offer to buy the 65.4 percent of Revlon that it does not own for \$18.50 a share.

The stock was the most active issue Friday in New York Stock Exchange composite trading, jumping \$3.50 a share to \$18.25 on a volume of nearly 5 million shares.

Net Rises 24% at Finnish Food Company

By Juris Kaza
International Herald Tribune
STOCKHOLM — Huhtamäki Oy, the Finnish food, pharmaceutical and packaging group that owns the U.S. candy maker Leaf Inc., said Friday that its pretax earnings rose 24 percent in 1986 to 148.8 million markkaa (\$32.9 million).

After accounting for an extraordinary charge against profit of 5.6 million markkaa, pretax earnings came to 143.8 million markkaa, up just 2 percent from the year before.

Leaf, the confectionery company acquired by the Finnish group in 1984, nearly doubled pretax profit last year, to \$13 million from \$7 million in 1985, Huhtamäki said.

The figure compared with a profit of 119.6 million markkaa in 1985. But the group's sales fell 5.5 percent to 4.08 billion markkaa from 4.32 billion, with the company attributing the drop to the dollar's decline.

Mr. Taft, the son of Halbert Taft Jr., who founded the company 28 years ago, said he and Narraquest Capital Inc., of Providence, Rhode Island, presented a joint proposal to buy all shares of Taft Broadcasting for \$145 a share. The company has 9.3 million shares outstanding.

The Finnish group said that 52 percent of group sales were posted abroad, including 523 million markkaa in exports from Finland.

Huhtamäki said that its operating earnings totaled 438.4 million markkaa, a 2 percent decline from 448.5 million markkaa in 1985, but that the figures reflected a better margin on sales: 10.7 percent, up from 10.4 percent in 1985.

Mr. Taft, the son of Halbert Taft Jr., who founded the company 28 years ago, said he and Narraquest Capital Inc., of Providence, Rhode Island, presented a joint proposal to buy all shares of Taft Broadcasting for \$145 a share. The company has 9.3 million shares outstanding.

The company proposed a dividend of 2.80 markkaa a share, unchanged from 1985 but paid out on a larger capital base.

Hughes Tool Co. To Reopen Talks On Baker Merger

Los Angeles Times Service
HOUSTON — Hughes Tool Co., in a surprising reversal, has decided to reopen negotiations to complete a proposed \$1.2 billion merger with Baker International Corp.

INJURIES: In Companies' Drive for Productivity, Many Workers Get Hurt
(Continued from first finance page)
Industry is actually much safer than it ever has been.

304,900 workers from 394,300. Injuries also rose, to 10.5 per 100 workers in 1985, from 10.1 per 100 in 1982.

On Wednesday, Hughes said it would not reopen talks. Wall Street analysts said the reversal on Thursday may have come as a result of pressure from major shareholders who believe that the merger is the only way to improve the finances of the ailing oil-services company.

"It's my impression that the concern for safety has never been higher, not only because of a concern for the workers, but because worker compensation costs companies have to pay when employees are injured have never been higher," says Sharon Spigelmyer, director of loss prevention for the National Association of Manufacturers.

A spokesman for the American Iron and Steel Institute, a steel trade group, concedes that the injury data "merit some attention." He says the steel industry's injury rates may be attributable in part to new technologies. The installation of

The reversal also came on the heels of a lawsuit filed by Baker late Wednesday seeking to force Hughes directors to complete the transaction. Baker also is an oil-services company.

Still, the increased competitive pressures do seem to be showing up in occupational injury statistics. John Moran, director of the division of safety research for the National Institute for Occupational Safety and Health, one of the federal government's top researchers on occupational safety, says that injury rates for all industry rose a sharp 11.7 percent in 1984, about twice the 6.6 percent rate of increase in total hours worked during the year.

Union officials complain that injury rates in many manufacturing industries are actually much worse than federal statistics disclose.

COMPANY NOTES

Adelaide Steamship Co., a diversified Australian industrial and investment group, appears to have sold some of its 6.85-percent stake in Blue Circle Industries PLC, a British cement company, a Blue Circle spokesman said. There was no confirmation from Adelaide.

be used to finance new restaurants, expand existing restaurants and retail operations, and repay debt. Matsushita Electric Industrial Co. said it has developed a compact disc and video player with the electronics companies Philips NV of the Netherlands and Nippon Gakki Co. of Japan.

18 in 1982, while employment slipped to 441,300, from 456,300. Meanwhile, labor officials complain that injury rates in many industries are actually much worse than the U.S. statistics disclose.

Bank to Auction Fermenta Stock

STOCKHOLM — Nordbanken, the Swedish banking group, said Friday that it would sell the 4.2 million B free shares deposited as loan collateral by Refaat el-Sayed, founder and former chief executive of Fermenta AB, but said it would probably buy them back itself.

JAPAN: Banks Set to Pool Bad Loans in New Company

(Continued from first finance page)
Bankers were eager to have the company operating by the end of March, the close of Japan's fiscal year, because banks want to start the new year with a cleaner balance sheet.

AT&T Urges That Lid on Its Profit Be Eased

The Associated Press
WASHINGTON — American Telephone & Telegraph Co. asked the U.S. government Friday to lift limits on its profits, saying the change would lower long-distance rates and speed introduction of new phone services.

PERSONAL INVESTING

Advertisement for Personal Investing featuring 'MIDDLE MARKET REVIEW' and 'GREENWOOD INTERNATIONAL SECURITIES LIMITED'. Includes text about 'UP OVER 40 PER CENT IN LAST THREE MONTHS' and 'NEGLECTED MIDDLE MARKET SHARES LEAD GROWTH'.

Page 11

INTERNATIONAL FUNDS (Quotations Supplied by Funds Listed) 6 March 1987

Table of international fund quotations including columns for fund name, currency, and price. Includes sub-sections like 'Other Funds' and 'AMERICAN FUNDS'.

Friday's AMEX Closing. Tables include the afternoon prices up to the closing on Wall Street and do not reflect late trades elsewhere. Via The Associated Press.

Table of AMEX stock prices with columns for stock name, price, and change. Includes sub-sections like 'A', 'B', 'C', 'D', 'E', 'F', 'G', 'H', 'I', 'J', 'K', 'L', 'M', 'N', 'O', 'P', 'Q', 'R', 'S', 'T', 'U', 'V', 'W', 'X', 'Y', 'Z'.

Table of currency exchange rates with columns for currency, rate, and change. Includes sub-sections like 'A', 'B', 'C', 'D', 'E', 'F', 'G', 'H', 'I', 'J', 'K', 'L', 'M', 'N', 'O', 'P', 'Q', 'R', 'S', 'T', 'U', 'V', 'W', 'X', 'Y', 'Z'.

50% or more off your newsstand price when you subscribe for 12 months to the International Herald Tribune. Includes a coupon for subscription.

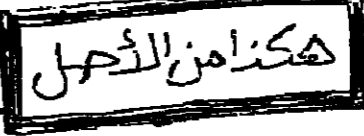
Table showing subscription rates for the International Herald Tribune by country and currency. Columns include Country, Currency, 12 months (+2 months FREE), 6 months (+1 month FREE), 3 months (+2 weeks FREE), Subscription price per copy, Newsstand price per copy, and Total.

Advertisement for the International Herald Tribune subscription, including contact information and a coupon for subscription.

Table of AMEX stock prices (continued) with columns for stock name, price, and change. Includes sub-sections like 'A', 'B', 'C', 'D', 'E', 'F', 'G', 'H', 'I', 'J', 'K', 'L', 'M', 'N', 'O', 'P', 'Q', 'R', 'S', 'T', 'U', 'V', 'W', 'X', 'Y', 'Z'.

Table of currency exchange rates (continued) with columns for currency, rate, and change. Includes sub-sections like 'A', 'B', 'C', 'D', 'E', 'F', 'G', 'H', 'I', 'J', 'K', 'L', 'M', 'N', 'O', 'P', 'Q', 'R', 'S', 'T', 'U', 'V', 'W', 'X', 'Y', 'Z'.

Vertical advertisements on the right side of the page, including 'Dollar Advance', 'The Euromarket', 'Friday's OTC Prices', and 'East-West Brokerage Is Formed'.



CURRENCY MARKETS

Dollar Advances on Word of Steady Jobless Rate

NEW YORK — The dollar advanced Friday in New York and Europe after employment figures released by the U.S. government signaled that the economy was stronger than some had believed.

The government reported that nonfarm payrolls increased by 37,000 workers in February, about double the expected number even with a downward revision of January's strong rise.

In New York, the dollar closed at 1.8445 Deutsche marks, up from 1.8335 DM Thursday, and at 153.675 yen, up from 153.350. It rose to 1.5560 Swiss francs from 1.5455 and to 6.1390 French francs from 6.1015.

But it dipped against the British pound, which rose to \$1.5845 from \$1.5840.

London Dollar Rates

Table with 3 columns: Currency, Rate, % Change. Includes Deutsche mark, Swiss franc, French franc, and British pound.

The dollar closed in London at 1.8405 Deutsche marks, up from 1.8285 at Thursday's close, and at 153.45 yen, up from 153.00.

The British pound ended at 71.8 percent of its 1975 value on its trade-weighted index, up from 71.4 at Thursday's close.

"It's been such a boring fortnight," one London dealer said of interest rates by the Federal Reserve Board.

"The market wants to take the dollar higher, and better economic data would encourage it to do so," the dealer said.

The dollar ended mostly higher Friday in Europe in response to the U.S. jobless data, while the pound continued to climb on high British interest rates and improved international oil prices.

The dollar closed in London at 1.8405 Deutsche marks, up from 1.8285 at Thursday's close, and at 153.45 yen, up from 153.00.

The British pound ended at 71.8 percent of its 1975 value on its trade-weighted index, up from 71.4 at Thursday's close.

"It's been such a boring fortnight," one London dealer said of interest rates by the Federal Reserve Board.

Brazil Fails To Win Over Europeans

LONDON — Finance Minister Dilson Fumaro of Brazil concluded a week's tour of European capitals with little gained by way of firm support from governments on his nation's bid to find a radical solution to its debt payment crisis.

The Brazilian delegation planned to fly Sunday to Japan, and possibly to visit Canada, amid uncertainty about what those visits would accomplish.

Banking sources noted considerable sympathy for Brazil's position among most of its commercial bank creditors and a widespread belief that a hard line by the banks would exacerbate the problems.

Patience, on the other hand, might lead to eventual reconciliation, several bankers suggested.

In what initially seemed a perilous escalation of the Third World debt crisis, Brazil suspended interest payments Feb. 20 on its \$68 billion debt to commercial banks.

Mr. Fumaro and the president of the central bank, Francisco Gros, last week visited Washington to explain Brazil's move to government officials, and this week sought support in Britain, France, Germany, Switzerland and Italy.

Mr. Fumaro and Mr. Gros have so far confined consultations to government representatives, contending that the debt problem needs a political solution. Banking sources said their attempts to enlist the governments' support met almost unanimously with advice to talk first to banks.

SCENE: Stubbornness Reigns in Brazilian Debt Dispute

(Continued from first finance page)

"Citibank led the fight against reducing the spread for Mexico," he added, "and has been adamant in refusing to contemplate any reduction in margins for other debtors."

In London, Mr. Fumaro tried to split the lenders by starting an attack on the American banks, which he said had 50 percent representation on the 14-bank negotiating committee while holding only 35 percent of Brazil's debt to banks.

The senior American banker in the negotiating committee said, "The worst case would be that neither side gives in." But he indicated

Electrolux Joins Gillette in Project Using Solar Cells

STOCKHOLM — Gillette Co. and Sweden's Electrolux AB said Friday that they would form a partnership to exploit a new technology developed by the U.S. company that uses solar cells and hydrocarbon fuels to generate electricity.

Electrolux is interested in harnessing the technology, known as thermophotovoltaics, to produce portable domestic appliances.

It will provide capital and development contracts.

The companies will open a laboratory outside Boston to develop the products, they said.

Euro-Commercial Paper

Table of Euro-Commercial Paper rates for various maturities (15-45 days, 76-105 days, 106-135 days, 136-165 days, 166-195 days) across different banks and currencies.

THE EUROMARKETS

GMAC and IBM Credit Launch \$300 Million Bond Issues

LONDON — Trading in secondary issues continued to light on Friday as markets continued to focus on currency concerns. Dealers said the spotlight remained on Euro-denominated bonds, which ended the week with strong gains as investors remained bullish about U.K. market prospects.

Only a handful of new issues, including two \$300 million bonds for U.S. borrowers, were launched through the day.

The dollar-straight sector eased about 14 point in line with U.S. Treasury, which were marked down on news of an unexpected

rise of 337,000 in nonfarm payrolls and stronger-than-expected jobless data reported Friday.

However, no significant downward pressure was detected by traders who attributed the ease tone in part to light professional selling ahead of the weekend.

Two big U.S. borrowers — GMAC and IBM Credit Corp. — launched dollar issues in early trading; both were three-year issues for \$300 million.

Dealers said the GMAC paper was fairly priced, but many said they felt that terms of the IBM issue were too tight.

One senior syndicate source at a bank not involved in the deal said

the IBM issue was suffering in the wake of the poor reception given the company's last new dollar issue, which came to market last month.

Both new issues shipped as U.S. bond prices came under pressure. In what-is-traded late in the day, both were quoted outside their 1% percent fees.

Dealers said the day's main feature was a \$100 million floating-rate note from Marine Midland Bank. The note is only the second conventional issue so far this year on the FRN market, which has been drained of both liquidity and confidence in recent weeks.

The 12-year note pays 4 1/4 percent over the three-month London in-

terbank offered rate and is noncallable for five years. The issue traded at its total fees of 75 basis point, at 99.25 bid, but this was outside the total cost to co-managers.

The issue looks like an attempt to bring back a vestige of normalcy to the FRN market, one dealer said. The market has been hit hard in recent weeks by a crisis of confidence in perpetual floaters and Latin American debt anxiety, he noted.

FRN specialists were pessimistic about the issue, however. They noted that despite offering a good margin, it would suffer from the general malaise affecting the U.S. banking sector.

Friday's OTC Prices. NASDAQ prices as of 4 p.m. New York time. Via The Associated Press.

Table of OTC prices for various stocks, including columns for High, Low, Stock, Div. Yld., and % Change.

Table of stock prices for various companies, including columns for High, Low, Stock, Div. Yld., and % Change.

Table of stock prices for various companies, including columns for High, Low, Stock, Div. Yld., and % Change.

Table of stock prices for various companies, including columns for High, Low, Stock, Div. Yld., and % Change.

Friday's AMEX Closing. Tables include the nationwide prices on the closing on Wall Street and do not reflect late trades elsewhere.

Table of stock prices for various companies, including columns for High, Low, Stock, Div. Yld., and % Change.

SPORTS

Picking the NCAA's Final 64

The Associated Press

NEW YORK — This is Dick Schultz's weekend, his time to shine. When it's over, though, he might be a little foggy.

Duke, which conquered No. 2 North Carolina, No. 5 DePaul and No. 14 Duke.

"We look at strength of schedule. How did you do against top-50 teams? Did you win at home or away?"

Dick Schultz, head selector

got knocked out in the ACC, the Atlantic Coast Conference.

NBA Players Challenge League Over College Draft

New York Times Service

NEW YORK — The National Basketball Association announced Thursday that it would hold its annual college draft on June 22, and the announcement immediately started a dispute with the players association.

"It is our position that the draft announced is illegal since it does not have the needed approval of the players," said Larry Fleisher, general counsel for the National Basketball Players Association.

The league also said that the deadline for underclassmen to apply for the draft would be midnight May 8, and that the lottery to decide the first seven spots in the draft would be held May 17.

Navratilova Beaten By Graf in Florida

By Peter Alfano

KEY BISCAYNE, Florida — The International Players tournament is an accurate measure of how Steffi Graf has grown on the women's tennis tour in three years.

According to Navratilova, the No. 1 player in the world, the 17-year-old Graf can no longer be described in terms of potential.

Steffi Graf exults after beating Martina Navratilova, 6-3, 6-2, in a semifinal of the International Players tournament.



Steffi Graf exults after beating Martina Navratilova, 6-3, 6-2, in a semifinal of the International Players tournament.

Phil Niekro: 47 and Still in There Pitching

By Dave Anderson

TUCSON, Arizona — In the smoky chill, the red wool collar of his Cleveland Indians windbreaker was turned up around the back of his neck below his gray-streaked black hair.

"I don't know if there's a limit," he said. "Why not go to 52 or 53 or 54 or 55? It depends on the outlook a team has on a guy 50 years old."

Phil Niekro had an 11-11 record with a 4.32 earned run average with the Indians last season after the Yankees released him on March 28.

German Soccer Team Bans Goalie

FRANKFURT (UPI) — The goalkeeper Harald (Tom) Schumacher was permanently banned Friday from the West German national soccer team because of his allegations that many German players take drugs to improve their performance.

Sullivan Leads Windy Florida Golf

CORAL SPRINGS, Florida (Reuters) — Mike Sullivan, playing in the morning before the wind whipped up, shot a seven-under-par 65 to take a four-stroke lead in the first round of the Coral Springs golf tournament.

Canadians Reject U.S. Football Link

OTTAWA (UPI) — Canada's sports minister has termed "unacceptable" the prospect of a North American football league created from an affiliation of the Canadian Football League with nine U.S. clubs.

London Soccer Merger Abandoned

LONDON (AP) — A plan to merge two south London soccer teams, Wimbledon and Crystal Palace, has been dropped after Palace fans voted overwhelmingly against it. In a poll of 2,000 fans, 90 percent said they opposed the merger plan.

U.S. Amateurs Outbox Soviet Team

ORLANDO, Florida (AP) — The U.S. amateur boxing squad has defeated the Soviet Union, 7-5, in their annual 12-match, head-to-head encounter.

SCOREBOARD

Basketball

Table with columns for NBA Standings (Eastern Conference, Central Division, Midwest Division, Pacific Division) and U.S. College Results (Midwest, Southwestern, Pacific Coast Athletic Association).

Hockey

Table for NHL Standings (Wales Conference, Pacific Division).

Transition

Table for Baseball (American League, National League) and Basketball (National Basketball League, National Basketball Association).

Transition

Table for Football (National Football League, Canadian Football League).

Transition

Table for Soccer (English Premier League, Scottish Premier League).

SPORTS BRIEFS

German Soccer Team Bans Goalie. Sullivan Leads Windy Florida Golf. Canadians Reject U.S. Football Link. London Soccer Merger Abandoned. U.S. Amateurs Outbox Soviet Team.

Spinks May Be Better Off Without IBF Crown

NEW YORK — Michael Spinks' dealings with the International Boxing Federation are a study in paradoxical intentions. He wants to be heavyweight champ, but not his heavyweight champ.

Transition

Table for International Classified (Escorts & Guides, London, Caprice-NY, London Student Service, London Kensington, Aristocats).

Transition

Table for International Classified (Escorts & Guides, London, Caprice-NY, London Student Service, London Kensington, Aristocats).

PEOPLE

Manet Export Delayed

The British government has refused to grant export licenses for the latest phase in a lively debate in the art world over the effects of current restoration work on two historic works. The letter on "The Last Supper" was addressed to Rosalind Wiseman, spokeswoman of the Arts Council...

Valentina Tereshkova, the first woman in space, turned 50 Friday and was decorated with one of the Soviet Union's top awards for her work in state-sponsored social organizations. The former cosmonaut recently became head of the Union of Soviet Societies for Friendship with Foreign Countries...

The film stars Audrey Hepburn and Sean Connery were made Commanders of Arts and Letters Friday by French Deputy Culture Minister Philippe de Villiers. The award is one of France's most prestigious honors for excellence in the arts...

A group of prominent American artists sent letters this week to John Paul II and an Italian art curator requesting a "pause" in the restoration of Michelangelo's work in the Vatican's Sistine Chapel and Leonardo da Vinci's fresco "The Last Supper"...

The Wiseman Scenario



Scene from "Basic Training," filmed by Frederick Wiseman (right).

By Elizabeth Ayre International Herald Tribune PARIS — It was a little more than 30 years ago that a young lawyer named Frederick Wiseman was dabbling back and forth on Paris streets, brandishing an 8mm camera and shooting a *vue quotidienne* — shops on Rue Moutetard, cafes on Rue des Martyrs, fish markets at Les Halles.

"At the time, they were big, lower-class shopping streets full of the odds and ends of everyday life," said Wiseman, who at 57 is usually shot in black and white and always devoid of the classic voice-of-god narration, zero in on both familiar and unwelcome aspects of "everyday life" in the United States.

The lawyer-cum-filmmaker, who returned to the United States in 1958 and now lives in Cambridge, Massachusetts, was in Paris recently to attend a tribute at the Palais de Chaillot Cinéma-théâtre for the films he has made since his first documentary was distributed in 1967.

His latest, "Deaf and Blind," a four-part series on handicapped people, is scheduled for broadcast on U.S. public television this fall. (Most of Wiseman's works have been shown on PBS, the public broadcasting network.)

His works usually shot in black and white and always devoid of the classic voice-of-god narration, zero in on both familiar and unwelcome aspects of "everyday life" in the United States. Viewers accompany him into places such as the depths of a prison for the criminally insane, the waiting room of a welfare office, the world of a police barracks, the

laboratory threatened to sue. "By implication, if they were doing it on oranges, they weren't doing it because they wanted to control the orangutan population of the world."

"Tricot Folies" is the only American film — other than for reasons of national security or obscenity — that a U.S. court has barred from the general public. Although Bridgewater officials had permitted Wiseman to shoot, they later changed their minds and took legal action against the film. Currently, "Tricot Folies" may be shown to professional audiences — legislators, judges, lawyers, sociologists, social workers, doctors, psychiatrists and the like.

"The practical effect is that the movie can't be shown on television or in movie theaters, since there's no way of controlling who's seeing it."

It is rare that someone objects to being filmed while Wiseman is shooting. Relying on what he calls his finely tuned "bullshit meter," Wiseman winnows out footage in which people are putting it on for the camera.

Despite the camera's presence, the director has captured scenes ranging from a vice squad officer checking a prostitute in "Law and Order" — a film about the Kansas City police force shot in 1969 — to intimate confessions of brothers in a monastery ("Essence," 1972).

"If you hang around long enough, you stumble onto sequences that are funnier, more dramatic and sadder than anything you can find, except in really great novels. You're not inventing them. You're just lucky enough to be there when they happen."

"High School," a 1968 film in which students' self-esteem and obedience to authority emerge as the ultimate goals of the secondary-educational system, drew protests from the Philadelphia school board after reviews were published in the national press. The board had loved the film upon first viewing.

"Primate," a 1974 film about animal research, was at first extolled by those who had given Wiseman permission to film. But after press reviews critical of experiments on the electronic control of sexual and aggressive behavior appeared,

ry" (1982), which was his first fiction film, and "The Store" (1983), which explores the relationship of wealthy to poor, and the consumer choices made by people with money.

"Being given permission to shoot in the meat store at Wiseman-Marcus in Dallas is like being given a \$20 million. You want to see what the goods look like."

The richness of visual material available at a Colorado meatpacking plant entered into Wiseman's decision to shoot "Meat" in 1976. "You have a chance of getting some pretty good pictures in a place like that. Making a hamburger from a cow is like making a car, only in reverse: You start out with a Cadillac and end up with a log nut. Every part of the cow is used. I guess people expect me to be a vegetarian, but I had steak every night I was there and it was probably a cow that I had met earlier in the day."

Although Wiseman has had little trouble over the years gaining access to shoot, at least three of his films have met with the following consequences:

"High School," a 1968 film in which students' self-esteem and obedience to authority emerge as the ultimate goals of the secondary-educational system, drew protests from the Philadelphia school board after reviews were published in the national press.

"Primate," a 1974 film about animal research, was at first extolled by those who had given Wiseman permission to film. But after press reviews critical of experiments on the electronic control of sexual and aggressive behavior appeared,

ry" (1982), which was his first fiction film, and "The Store" (1983), which explores the relationship of wealthy to poor, and the consumer choices made by people with money.

INTERNATIONAL CLASSIFIED

ANNOUNCEMENTS: TRANSBARBAN, CAROLINE TRUST, REAL ESTATE FOR SALE, FRENCH PROVINCES, NICIE - SEAFORTH OFFICES FOR SALE, COUPLES UNABLE TO HAVE CHILDREN, USA DIVORCE IN 14 DAYS, DOOMS-DAY TEACHERS, GUAM USA DIVORCE, DIVORCE IN 14 DAYS, FRENCH PROVINCES, MONTE CARLO, ALLIED WILDED MOVING, PARIS, NICE, BRUSSELS, FRANCE, LONDON, BIRMINGHAM, USA.

REAL ESTATE FOR SALE: PARIS & SUBURBS, SWITZERLAND, GREECE, HOLLAND, ITALY, AUSTRIA, GERMANY. EMPLOYMENT: THE AMERICAN COLLEGE IN PARIS, MAUBUIS LOS ANGELES, URGENT: FRANCE, AU PAIR/HOUSEKEEPER FOR child, MATURE LOVING WOMAN TO care for child, FRENCH COURSE 40 YEARS OLD, ATTENTION PHILIPPINO baby sitters, AU PAIR/RENTAL only, 2 school aged children, AU PAIR/RENTAL, AU PAIR/RENTAL, AU PAIR/RENTAL.

BOATS & RECREATIONAL VEHICLES: NEW 1987 TRENT 21, LEGAL SERVICES, LOW COST FLIGHTS, ACCESS VOYAGE, FOCUS AT TUFTS UNIVERSITY, COLLEGES & UNIVERSITIES, A KENSINGTON DEGREE CAN UNLOCK YOUR EARNING POWER, HOLIDAYS & TRAVEL, HOTELS, GENOVA, RESTAURANTS NIGHT CLUBS, SWITZERLAND, PEN PALS, AMERICAN SCHOOL IN SURREY.

International Business Message Center: ATTENTION EXECUTIVES, BUSINESS OPPORTUNITIES, AMERICAN IMMIGRATION, BUSINESS SERVICES, FINANCIAL SERVICES, OFFICE SERVICES, ZURICH-URICH-ZURICH, YOUR OFFICE AWAY FROM HOME, BEAUTIFUL PEOPLE, UNLIMITED INC., US OPPORTUNITY.

AUTOMOBILE MARKET: AUTOMOBILES, AUTO SHIPPING, AUTO TAX FREE, TOYOTA FRANCE, SHIPSIDE, BUY YOUR NEXT CAR TAX FREE OR USE OUR BUY BACK PROGRAM, AUTO TAX FREE, EXCHANGE YOUR CAR, RESTAURANTS NIGHT CLUBS, SWITZERLAND, PEN PALS, AMERICAN SCHOOL IN SURREY.

AMERICAN SCHOOL IN SURREY: Sets teachers with minimum of 2 years experience for American curriculum grades K-12 for 1987/88. Bilingual and coaching experience helpful. Teachers needed for several disciplines including Spanish, physical and earth sciences, mathematics, social studies, P.E./health, elementary.

Vertical advertisements on the right edge of the page, including 'The Global', 'Ferry', 'A Slosh', 'The Rescued', 'LATE NEWS', 'Shamir Reject', 'Pollard Probe', 'SPECIAL TODAY', 'AMERICAN SCHOOL IN SURREY', 'FINANCIAL SERVICES', 'BUSINESS OPPORTUNITIES', 'OFFICE SERVICES', 'ZURICH-URICH-ZURICH', 'YOUR OFFICE AWAY FROM HOME', 'BEAUTIFUL PEOPLE', 'UNLIMITED INC.', 'US OPPORTUNITY'.